A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

April 13, 1964

252 trade opportunities in New Zealand

Business Bulletins *from around the world*

ALGERIA—Government's 1964 capital equipment budget to total $440 million. Major expenditures to be for rural equipment (32%), industrial equipment (25%), economic infrastructure (17%). Budget to be financed primarily through petroleum revenues, grants from France, loans from France, other foreign powers.

ARGENTINA—New tax based on ocean freight charges of 4% on imports, 2% on exports recently made effective retroactive to last January 13.

AUSTRALIA—Reports from January through November 1963 reveal that U.S. share of market was 21.1% or A£215,439,000 out of total imports of A£1,018,996,000 compared to 1962, share of 20.7%.

BELGIUM—Westinghouse Airbrake, Pittsburgh, to construct $2 million plant, employing 300 workers, for production of road building equipment.

Retail price index jumped 4.3% between January 1963 and January 1964, due primarily to rise in food prices, particularly lard (up 62%), pork (up 35%), boiled beef (up 19.5%), ham (up 19.3%), cheese (up 10.1%).

BURMA—Government takes over commodity distribution system in Rangoon area. All wholesale, brokerage houses, department stores, general stores, large retail shops nationalized; only hotels, restaurants, small retail shops allowed to remain under private ownership.

ETHIOPIA—$800,000 mineral water plant, to be built at Ambo by Italian firm within next 20 months, to produce 150,000 bottles a day, mostly for export to neighboring countries.

FRANCE—Stokes Corp. together with French company to build plant for lyophilic processing of foodstuffs; will use partner's sales network for distribution.

Elco Corp., Philadelphia, establishes subsidiary in Paris to market electrical equipment.

INDIA—Exports to Soviet block during April-October 1963 increased by 23% (to $118 million) over corresponding 1962 period; total exports increased only 16%. Total Indian imports decreased in same period; bloc imports rose from $118 million to $134 million, or from 8.7% to 10% of total imports.

IRAQ—325-mile, standard gauge railroad completed between Baghdad, Basra costing $112 million (Russian contribution, $52 million) will provide badly-needed freight capacity from Basra to north.

ITALY—Sulphur now imported for 1st time from U.S. Ente Zolfi Nazionale (Italian Sulphur Agency) recently purchased 20,000 mt. from U.S., 12,000 tons from Canada, 4,000 tons from France. If warranted, bids for additional supplies from abroad to be invited later.

JAPAN—Five major banks, 4 large trading firms decide to invest total of $500,000 in newly-formed Atlantic Community Development Group for Latin America. Four of 5 banks have extensive interests in Latin America, particularly in Brazil; all do significant business with Latin American countries.

KENYA—$770,000, 2-storied motel in Nairobi expected to be ready for tourists by mid-year.

LUXEMBOURG—J.P. Lorillard Co. announces joint venture with Heintz van Landewyck for production of filter cigarettes. Luxembourg firm already producing Kent cigarettes under Lorillard license.

Despite 0.5% increase in 1963 steel production to 4,032,000 mt., steel profits dropped 10% owing to disappointing price levels. First quarter 1964 upturn, however, indicates moderately favorable outlook for year.

PAKISTAN—Pattern of energy consumption shifted drastically in past 15 years. By 1963 emphasis shifted to petroleum hydrocarbons, with oil accounting for 51.5%, natural gas for 16.8%. Coal dropped to 29.5%, hydroelectric power rose to 2.2%.

SOUTH AFRICA—SAMAD, joint subsidiary of Studebaker, Volkswagen, to invest $11 million over next 3 years to build, equip new plant at Port Elizabeth for body pressing, engine manufacture.

SWITZERLAND—U.S. Rubber Overseas S.A. Geneva acquires majority share in Samper S.A., Spanish shoe manufacturing firm in Alicante, Spain.

Swiss Watch Federation to set up watch center in Hong Kong to promote Swiss watch sales, train local watch technicians.

Market research firms report good sales prospects for cosmetics, pharmaceuticals, sporting goods, toys, optical articles, in various dietary foods.

TAIWAN—Central Trust of China (CTC), government purchasing agency, to open branch office in Los Angeles, in effort to establish, maintain trade contacts with western U.S., Canada.

TANGANKIYA—First pharmaceutical factory to begin operation this month. Proprietary medicines to be produced; factory to be extension of Mansoor Daya Chemicals, Ltd., Dar es Salaam.

TUNISIA—1964-65 expansion plans of government-owned company, SOGICOT, charged with development of cotton textile industry, call for 650 new weaving looms, 4,000 spindles; building of new rayon mill with annual capacity of 3 million meters; construction of central finishing mill handling cotton, rayon, woolen fabrics; establishment of large mill for bleaching, dyeing, mercerizing, singeing thread.

UNITED KINGDOM—Treasury announces temporary exemption from import duty on 2-dimethylaminoethylomine, certain nickel alloy strip, certain iron, steel slabs, hot rolled iron, steel coils, tinplate until May 6; cold reduced iron, steel sheets over 60 in. wide, zinc-coated iron, steel sheets until July 1.

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the cover

The Bledisloe Wharf at Auckland, New Zealand, is a busy place, as the drawing indicates. And business is good in the rest of the country, as a recent U.S. trade mission discovered. Mission members brought back 252 opportunities from that country. Stories on their trip start on page 3; specific leads are in Investment and World Trade Opportunities sections.

International Commerce

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WATCH THE BIRDIE!: News photographers (lower right) found rich material at the first meeting of the President's cabinet committee on export expansion.

Cabinet looks at exports

Interagency committee meets at White House to map coordinated approach

President Johnson's cabinet committee on export expansion, in an April 7 White House meeting, discussed key topics including the U.S. export-import outlook for 1964, prospects for exports of agricultural products and coal, and AID (Agency for International Development) programs as they affect exports and the financing of exports.

The gathering witnessed the ceremony in which Daniel L. Goldy took the oath of office as National Export Expansion Coordinator. He also serves as executive director of the cabinet committee.

Make-up

Established under an Executive Order last December 12, the cabinet committee on export expansion is chaired by the Secretary of Commerce. Members are the Secretaries of the Treasury, Agriculture, State, and Defense, the President of the Export-Import Bank of Washington, the Administrator of the Small Business Administration, and the Administrator of the Agency for International Development. Other Federal agencies participate when matters affecting their interests are considered by the Committee.

Functions

The cabinet committee is set up to advise the Secretary of Commerce on means for developing and stimulating more effective export expansion programs, changes in existing Federal programs calculated to improve export promotion and expansion, and related areas in which the Chairman may seek advice.

The National Export Expansion Council works closely with the cabinet committee on export expansion.

Participating agencies represented may detail employees to the Committee as circumstances require.

BIG JOB: Daniel L. Goldy (left) is shown with Secretary of Commerce Hodges and President Johnson at meeting of cabinet committee as Goldy takes oath of office as National Export Expansion Coordinator.

U.S. Mission to New Zealand finds ready market for U.S. sales, business participation

Traditionally close ties with Great Britain loosening; need for more trading partners is emphasized; Government encourages variety of new industry

By PAUL A. UNGER
Director, U.S. Trade Mission to New Zealand

This first U.S. Trade Mission to New Zealand arrived at the psychologically right moment. We found an atmosphere already pointing to increased U.S. sales and business participation in New Zealand.

PAUL UNGER

The traditionally close trade ties with Great Britain are loosening, opening the door to more trade between the United States and New Zealand. New Zealand exports to the United Kingdom have declined from a peak of 88% of total N.Z. exports in 1940, through 66% in 1950, to 46% in 1963. New Zealand imports from the U.K. have fallen from 60% of the total in 1950 to 40% in 1963.

Government officials and businessmen alike speak of the need to diversify trade. Since the U.K. made application for entrance to the Common Market, New Zealanders have feared that their agricultural products would be pushed out of the British market that has taken virtually all of them in years past.

Now the United States is taking 85% of New Zealand beef, Britain only 11%. Shipping lanes have moved from the Suez canal route to the Panama Canal route, facilitating stops at U.S. Atlantic and Gulf ports. New trading companies in New Zealand, some operated by Dutch and Canadian immigrants, have accelerated the tendency to look for new trading partners. New Zealanders are now questioning the wisdom of having all their eggs in one basket, their trade overwhelmingly directed to a single source and market.

There is a growing emotional bond between New Zealanders and Americans. They like each other and are much alike.

Trade between the two countries is already flourishing. The United States ranks third as supplier to New Zealand, and second as a market for New Zealand exports. New Zealand imports from the United States increased 27% in 1963 over the previous year, and totaled $78 million; New Zealand exports to the United States reached $158 million.

U.S. products popular

New Zealanders, for the most part, are aware of U.S. products, and hold them in high esteem. Many manufacturers regularly read U.S. trade journals, attend U.S. trade shows and conventions, travel to the United States to call on suppliers and prospective suppliers. Their rousing welcome of the Trade Mission not only proved their hospitality and their friendly feeling for Americans—it indicated also a real desire to do business.

The New Zealand market for U.S. goods is many times greater than the population figure of 2½ million might indicate. New Zealanders are well off. They live in an urban industrialized Western culture (only 17% are on farms). They are highly educated and highly skilled, with developed tastes and the cash in hand to satisfy them. Private disposable income was $1,212 per capita in 1963.

There is one auto to every 4 persons and one telephone to every three. Unemployment is nil; the official figure for the country was 436 at one point last year. A stable parliamentary two-party system of government maintains tight controls against inflation.

Fast pace

I would call the New Zealand economy booming, although they prefer to call it buoyant. Profits, dividends, investments —all are up this year. Christmas spending was at the highest level ever. Exports are at a record high with good prices for New Zealand's special export products. Purchasing power is high because gross national product increased 6.8% in 1963. The population is growing 2½% a year, and it is a young population—with 40% under age 21—pointing to increasing new markets for homes, house furnishings, children's clothing, toys, and the like.

The pace of activity is apparent to anyone walking down the streets of Auckland, population approximately one-half million. Traffic is dense on both street and sidewalk; parking is a major problem and several multistory parking garages recently have been erected. Show windows are attractive. Several glass-front skyscrapers are under construction; and construction of one of 21 stories is scheduled to start shortly.

A large suburban shopping center is built on the American model. Supermarkets are increasing in number; frozen-food cabinets are usual in the open-evening dairy stores; an "American Food Plan" selling home freezers is flourishing. There are scores of new industrial plants, many with the latest machinery.

The older structure, however, still shows through under the new layer of progress. Automobiles—1930 and 1940 —are still much in evidence (in remark-

U.S. Machinery, Equipment Mission to New Zealand

February-March 1964

A U.S. Machinery and Equipment Mission to New Zealand visited Wellington February 22-28 and Auckland March 2-6.

The Mission carried 375 Business Proposals submitted by U.S. firms and referred 273 of these proposals to 229 interested New Zealand firms. Referrals totaled 794. Thirteen plants were visited.

The Mission brought back 252 trade opportunities: For exports, 146; imports, 19; investment and joint venture, 28; and license, 59.

Paul Unger, Director of the Mission, and the other six members report their observations in this issue of *International Commerce*. Some of the specific opportunities brought back are presented in the World Trade Opportunities section of this issue; others were reported April 6.

Miguel Nistal, Jr., of the Commerce Department's Trade Missions Division, was Trade Development Officer for the Mission.

SWITCH CARRIERS: Ships from around the world crowd the piers of Wellington's inner harbor. Nearby railway cars wait to carry the ship's cargoes to their final destinations: New Zealand's consumers.

ably good state of repair); new cars have not been allowed to enter in quantity and are still not available to everyone even at the current high prices.

Machinery in many factories is out-of-date, requiring extensive maintenance. Labor turnover is remarkably high; the figure of 250% for certain operations was reported several times. Because of the labor shortage, some plants make it a practice to run overtime, needed or not, so employees can earn extra income and will be impelled to stay on.

Potential for U.S. machinery

In spite of the labor shortage, immigration is restricted. Productivity is not high, indicating a potential for sales of U.S. machinery and methods.

A number of large public and private developments are underway, all requiring construction and/or operating equipment. Pan Am has scheduled a $10 million hotel in Auckland for completion at the same time as the new jet airport. Engineering investigation has started on a £15 million iron and steel mill. A plywood and veneer mill is under construction; a new pulp mill is contemplated for South Island.

The first oil refinery has started to produce; exploitation of new natural gas fields is being studied; a new electric power grid is under construction to connect the two islands with a submarine cable. A World Bank loan will finance extensive expansion of five harbors. The first $26 million contract for part construction of the Manapouri hydro project was let to a U.S.-N.Z. combine. A £20 million expenditure over 3 years will bring meat freezing facilities up to international health and sanitary standards. Highway construction during the next 10 years will run to £150 million.

International trade is an accepted part of New Zealand business life. Their level of foreign trade is three times as high per capita as in the United States. Most raw materials and many components for domestic manufacture are imported. Imports account for 39% of the total goods entering into use.

The Government policy is stimulation of industry, gradually reducing dependence on what the New Zealanders call their "grass economy." This comparatively small country has 50 million sheep and 6 million cattle. Its agriculture is highly advanced, boasting one of the highest outputs per farm worker of any country in the world. Top-dressing—seeding, fertilizing, and insecticiding of the fields by spray from airplanes—has been developed to its highest level here. Up to now 95% of the export income came from livestock products.

Elsewhere in the Mission Report is "An Invitation to U.S. Businessmen" by Dr. W. B. Sutch, Permanent Head of the New Zealand Department of Industries and Commerce. As his office has close to the ultimate authority for acting on proposals for new business ventures, his invitation guarantees an open door to U.S. businessmen with valid propositions to offer.

In sending his statement to the Mission Director, Dr. Sutch also indicated "the likely areas in which the Government might encourage new industrial developments." They fall under the following major headings:

Basic iron and steel industry; copper products such as tube, sheet, and strip; aluminum smelting; motor vehicle components; capital goods such as diesel marine engines, small petrol engines, woodworking machines, machine tools, earthmoving and road construction equipment, woolen and other textile dyeing plant, agricultural machinery, cranes and air compressors; chemicals such as synthetic rubber, solvents, plastics, dissolving pulp and petrochemicals; textiles (rayon yarn, printed cotton fabrics); electrical controls and switchgear, electrical motors.

In a recent report by the Tariff and Development Board, officially accepted by the Government, criteria have been established for new industries. They give special encouragement to industries with export potential. New Zealand is gearing up for an export drive. Its first trade mission to the United States visited the Pacific Coast states last year. This year a similar mission is being mounted to go to Southeast Asia.

A recent Government sponsored Export Development Conference recommended in addition to the usual external promotional devices, a series of measures to make exports competitive overseas by raising quality, by meeting health and other standards, by improving design, packaging and presentation.

This export drive points to increased opportunities to sell U.S. machinery, equipment, and know-how. It adds to the New Zealand domestic market, making the larger combined total more interesting to American sales managers.

New Zealand's efforts to penetrate the sophisticated luxury markets of the world puts a premium on the experience of U.S. businessmen in catering to such a market. New Zealanders need the knowledge of consumer tastes, packaging methods, and merchandising and distribution systems which the U.S. entrepreneur has accumulated in his home market.

Also, New Zealand's success in world markets will depend on the competitiveness of its products. If it is to succeed it will need the quality control, the cost controls, the high productivity supplied by U.S. machinery and equipment.

All the elements are present for a mu-

tually profitable marriage of U.S. machinery and know how with New Zealand enterprise and rich agricultural produce. The result should be new industry and new exports for New Zealand, new profits for U.S. manufacturers. There are intriguing new possibilities, such as lamburgers, and TV dinners with lamb as the entree. A new industry, based on New Zealand's rich but virtually undeveloped fisheries resources, waits to be born.

A motel boom—requiring building materials, builder's hardware, construction machinery, restaurant equipment, room furnishings—is in the making to take care of tourists just beginning to come to New Zealand in volume. So many small items are still to be made in New Zealand—for example, book matches or bread-wrapping machinery—and the production equipment imported from somewhere.

New Zealand has a three-column tariff which gives preferences to the U.K. and other Commonwealth countries. It is estimated that the rate of duty for goods from the United States and other most-favored-nation countries not granted preferences is on the average 18% higher than for goods from the Commonwealth; however, for a large proportion of the products now imported from the U.S. this differential exists only on paper. As discussed elsewhere in this report, there are provisions for bringing in U.S. goods at the lower Commonwealth rate if they are shown to be of a type or quality not available in the Commonwealth, or if there is a great disparity in price or delivery terms. And tariffs are rebated on machinery items if they go into New Zealand manufactures which have a sufficiently high proportion of domestic components.

Much more significant in its effect on imports is the licensing system. For many years New Zealand has suffered from an unfavorable balance of payments and is permitted under the GATT to require licenses for imports. Each year the Government establishes a quota in New Zealand pounds for imports, a quota designed to keep its payments of foreign exchange at just a bit less than anticipated receipts from exports and other overseas transactions. Against this quota the Government issues licenses to importers. Imports under license increased 31% in the last reporting period over the same period last year.

The licensing system, designed to conserve and allocate foreign exchange, is frankly used to enlarge the number of products manufactured in New Zealand, and to increase the domestic content of these manufactures. Licenses are not issued for import of most finished goods already being manufactured in New Zealand. A large block of licenses is reserved for import of raw materials and components needed by industries already established in New Zealand. Nonetheless a sizable dollar volume of licenses are available for importation of machinery and equipment to start new ventures.

The Government does not announce the items or industries or new ventures for which it will grant licenses. Instead it makes decisions to grant or not to grant on the basis of individual applications for specific products or projects. There is no discrimination for or against any supplying country in the granting of licenses.

Challenge to salesmanship

This system is a challenge to the salesmanship of American businessmen. They must convince New Zealand buyers of the virtues of their products to the point that the New Zealanders will excersise their resourcefulness and ingenuity and persistence in seeking licenses. This is not as hard as it sounds.

Mission members talked to scores of New Zealand businessmen who came to us with licenses in hand. These businessmen are importers who historically are entitled to licenses in value roughly equivalent to what they imported each year since about 1956, plus an increment based on the growth of their businesses to keep pace with increased market demand.

The recipient of a license is not restricted to importing for his own account or to importing a narrowly defined commodity. The tariff classification for which a license is issued is frequently broad enough to cover different types of com-

An invitation to U.S. businessmen

W. B. Sutch, *Permanent Head,*
New Zealand Department of Industries and Commerce

Through the U.S. Trade Mission to New Zealand I invite all American businessmen to join with New Zealanders in the development and expansion of industry here.

For many years our country has been dependent on the sale of a narrow range of basic primary products for its export earnings. Today we are taking positive steps to diversify the economy and we are looking for many types of new industries including those which would use as their raw materials our fine meats, fish, fruits, vegetables, minerals, and hydroelectric power resources. American ingenuity, machinery, equipment, and technical knowledge has a part to play in this development.

Although a considerable part of New Zealand's imports is free from licensing, for example fertilizers, some chemical raw materials, petroleum products, tobacco leaf, it has been necessary for balance-of-payments reasons to retain import selection for many kinds of goods which are manufactured in New Zealand in sufficient quantities and range or which are of the kind which the country can do without meantime.

In general, the issue of import licenses is based on previous import history. Import licenses can be used to purchase goods from any country. This means that all import license holders can use their licenses to import goods from the United States if they so desire.

Special license provision is made for plant and raw materials needed for new ventures which will result in the saving and/or earning of foreign exchange. In deciding whether special import licenses would be granted the Government would take into account criteria which would include the utilization of indigenous resources, the depth of manufacture, the introduction of new industrial techniques and skills, the export possibilities, and the location. Foreign investment is welcomed and wherever possible the Government would like to see New Zealand interests participating in developments undertaken jointly with overseas firms.

Our rapidly developing economy provides U.S. businessmen with great opportunities for initiating new trade with and new industrial ventures in our country. I look forward to learning of many new developments in these fields and I would assure you of a warm reception for any proposals made.

TOP POWER: The Roxburgh Power Station's 320,000 kw. generating capacity is currently New Zealand's largest, but it will be eclipsed by the Benmore Scheme, also located on the nation's South Island.

modities and for some classes of commodities there exists provision for shifting 25% of license entitlement to other commodities. If an importer loses the market for his product to competing local production he does not lose his entitlement for licenses which he can then use to his best advantage for other products and from other suppliers. There are credible reports that license holders are amenable to using their entitlement for the account of importers who do not themselves have—and cannot obtain—entitlement for licenses. Recipients of such licensing entitlement reportedly find it worth a premium of 5 to 10%, or even more.

Additional licenses for new ventures are available from the Government for industrial development. The amount of these special licenses is not announced but it is reported to be sizable. Obtaining these licenses requires a well-documented carefully presented application. It also requires persistence, for many businessmen indicated they were refused upon first application but obtained their licenses after one or more reapplications.

Much as they may protest against it, New Zealand businessmen have learned to live with the licensing system. The enterprising ones—and almost all we met fit this description—know the ropes on license applications. For a good proposition they know they can get a license. The American has to sell them on his product or project so they will be stimulated to make the effort.

Local representation, service

The American must also pick a representative or agent or distributor or co-promotor enterprising and knowledgeable enough to get licenses to admit the U.S. products.

Americans must make some hard decisions on how to do business with New Zealand. Since New Zealand has less than 3 million people while Australia has more than 10 million, it is not unnatural to plan to serve the two markets with a joint operation headquartered in Australia. For some capital goods this system may be necessary; but we learned of many instances where it resulted in inadequate representation in New Zealand, for U.S. firms, bad service and lost sales. It leaves the U.S. firm dependent on an Australian subsidiary or agent who has no outlets or representatives in New Zealand.

Customers in New Zealand, as in the United States, continue to buy from suppliers who give them service. We were told of U.S. companies who did not answer letters of inquiry; we even heard stories of orders that were never acknowledged or shipped. There were complaints about slow deliveries, about lack of service facilities and parts. Orders were lost because firms did not arrange to demonstrate their products or even send samples of small items. Catalogs and advertising brochures were not forthcoming, even after persistent entreaties from distributors. Awards went to more painstaking foreign bidders when U.S. suppliers quoted f.o.b. plant instead of delivered in New Zealand.

New Zealand companies for the most part are accustomed to foreign trade. They recognize the necessity of maintaining good paying records and credit standings. Therefore, the British, the Germans, the Dutch, the others increasingly sell in New Zealand on open account. American competitors who insist on letters of credit often lose the order; they might have satisfied their customers in New Zealand and protected themselves by insuring with the Foreign Credit Insurance Association against loss.

New Zealanders generally appreciate the quality and durability of U.S. machinery, and the design and flair of U.S. consumer goods; but increasingly they are being wooed by businessmen from other countries who have found their way to this burgeoning market. A Japanese trade mission arrived during our visit, and it was not the first from that country. Therefore, to profit from the sales opportunities in New Zealand, Americans will have to supply quality products at competitive prices, and service their customers as they do at home.

the author

A consultant to the Secretary of Commerce, Mr. Unger previously served as Deputy Administrator of the Business and Defense Services Administration after joining the Department of Commerce in 1962. Mr. Unger is on leave of absence from his position as President of the Unger Co., bakery packaging firm with national headquarters in Cleveland. He has had extensive U.S. Government experience, and in 1951 was a U.S. delegate to GATT.

GERMAN WANTS LICENSE

Manufacturer of a wide variety of cordage, ropes, cables, yarns, twine, wishes to enter into licensing arrangement for the production of cordage for shipping and fisheries, particularly novelties, specialties in the synthetic field.

Write to Geo. Gleistein & Sohn, Bremen-Vegesack (P.O. box 95), W. Germany.

Market in New Zealand for nonwoolen piece goods, some textile machinery

U.S. exporters should be able to gain larger share; definite interest in American styled cottons and synthetics

By RUDOLPH GOLDSMITH

President, French Fabrics Exports, Inc., New York City

New Zealand's textile industry is wool-oriented; but there are good and fruitful possibilities for the U.S. businessman in export of nonwoolen woven piece goods, as well as certain types of textile machinery. There are additional possibilities for entering into licensing arrangements for American styling on a royalty basis.

RUDOLPH GOLDSMITH

New Zealand's wool orientation derives from the country's basically "grassland economy" supporting grazing animals. New Zealand is dependent for foreign exchange largely on export of livestock products, including wool. There are approximately 50 million sheep that yield about 600 million pounds of raw or greasy wool. About 550 million pounds are exported; the remainder is used by about 12 woolen and worsted mills and 4 carpet mills to supply local needs. Most of New Zealand's wool is crossbreed.

The country has no cotton or synthetic weaving industry, and therefore imports practically all of its needs in the form of woven piece goods at an annual rate of about £30 million, or $84 million. This import is controlled by a licensing system based on traditional patterns of imports going back to 1956 as a base year.

Licenses are issued on a yearly basis, starting in July. This year's allocation, to be announced shortly, is expected to equal last year's allotment of 75% of the base quota. The additional 25% is usually available to any importer or manufacturer who can prove that he has bona-fide orders and is not going to use them for stockpiling. Licenses are on a global basis and can be used for import from any country outside the Iron Curtain. It is said that license holders transfer the utilization of licenses in individual cases; the premium paid for utilization of a license in the field of textiles is reported to be about 7½% on the f.o.b. price.

Imports of woven piece goods from the United Kingdom are free of duty whereas from other countries, including the United States, the rate for goods weighing less than 6 ounces per square yard is 15%. On heavier goods the rate goes up to 20% from the U.K., and to 40% from other countries, as it is felt that such goods would compete with homemade woolen goods. No licenses are issued for manufactured garments except for token imports, because garments are now manufactured locally.

The greater part of woven piece goods traditionally has come from the U.K. In the past few years however, there has been a gradual change. Japan has come aggressively and strongly into this market. Australia also has entered the market, sometimes as a converter and printer of Japanese gray goods. The U.S. share of this important market in the past few years has been only about $5 million. It is in piece goods principally that the American exporter should be able to obtain a larger share of the market.

There is a definite interest in American styled piece goods—particularly for cottons and synthetics for casual and street wear since the climate in New Zealand resembles certain parts of the United States, such as our West Coast. Moreover, New Zealanders are an outdoor people and love beaches, camping, fishing, sailing, and other outdoor activities just as Americans do.

Interest in teenage styling

Since 40% of the population is under 21, interest is increasing in youthful styling in the teenage group as well as in campers' modes. New Zealanders tend to be somewhat conservative in their tastes, however, and prefer subdued colorings to the latest bright and bold patterns fashionable in the United States.

Other articles of interest are plain and printed furnishing fabrics, drapery goods, and upholstery fabrics in the low- to medium-price range. Although these fabrics in many instances will be heavier than 6 ounces per square yard, there is a possibility of obtaining licenses for this merchandise because it does not compete with locally made woolen products.

Toweling and percale sheetings also are in demand. They can be imported in bulk and packaged here under license arrangements.

Buying is done mostly by the established and well-founded wholesalers and importers who distribute goods to retailers and manufacturers. They seem to hold the greater part of the available licenses because of their historic position as importers from the U.K. There is an increasing trend, however, for manufacturers to establish their own direct contacts with U.S. suppliers.

The women of New Zealand still do a great amount of home sewing, and about 60% of all piece goods are still sold over the counter in department stores and specialty shops. However, as the women become more style-conscious and with development of the garment manufacturing industry, this trend should reverse itself in the coming years.

Payments are often made through London or New York confirming houses, or by letter of credit, although as a result of Japanese and other competition, many customers are switching to buying against sight draft or 60-day bank draft.

Seasons reversed

The seasons, the reverse of ours, require planning similar to that for South Africa or Australia. Garments for the summer (Christmas season) must be ready for showing early in February with August-September deliveries. Garments for winter must be ready in August, with February-March deliveries. This means that buying will start somewhat earlier on the wholesale level.

Because of the limited population, a broad and diversified line becomes a necessity for any New Zealand manufacturer of ladies' garments. Styled and printed patterns should be on an exclusive basis, although in most instances the customer will not be able to take up full roller print runs. This problem can be overcome, however, by combining with orders from South African and Australian customers.

The diversification and natural limitations of the market make it often uneconomical for the local manufacturer to have his own styling department, resulting in a definite demand for royalty arrangements with established U.S. concerns. These arrangements can be mutually profitable. The New Zealand Government will not allow minimum guarantees or payment of lump sums, but will sanction a percentage royalty on the selling price to the retailers.

There is a good potential for any U.S. textile exporter who takes the trouble to establish himself in the New Zealand market through a good agency. We had

quite a few inquiries from active and reputable agents looking for additional lines in the United States. The textile business is concentrated in Auckland, although there are some important accounts in Wellington, as well as in Christchurch and Dunedin in the South Island. It is often difficult for an agent to cover these other markets without having his own sub-agent in these territories.

The situation is somewhat different in the knitted goods industry. A number of circular knitters supply the market with ladies' and men's hosiery and knitted outerwear as well as underwear tricots. For this reason, import licenses are closely controlled and only available for a certain amount of printed goods with duty rates of 40% or 3 shillings (42 cents) to the £ plus 15%.

On the other hand, this situation opens up possibilities for U.S. manufacturers of modern knitting machines and equipment to introduce some latest models in this market.

Looking for U.S. ideas

The same observation would apply to modern wool spinning and roving, as well as modern box looms for manufacture of woolens, worsteds, blankets, and carpets. Here again, Great Britain has been the traditional supplier, but there is also machinery from Germany, Switzerland, Czechoslovakia, and a definite interest in the latest American ideas.

Synthetic yarns are imported mostly from Australian subsidiaries of British firms; particularly the nylon of British nylon spinners. At present, the first two nylon plants in New Zealand are under construction: One by the American Van-Kohorn group, the other by Australian-British interests known as Fibre Makers. Both these plants should be in operation within the next 12 months.

On the basis of these observations, it should become clear that New Zealand probably has been an underestimated market in the eyes of the American textile export industry. More aggressive selling should gain us a greater share in the export of textiles to New Zealand.

the author

Mr. Goldsmith is President of French Fabrics Exports, Inc., New York, a wholly owned subsidiary of French Fabrics Corp. With over 30 years experience in international marketing and distribution, Mr. Goldsmith is responsible for the entire export operation of his firm from the styling of textiles to foreign market evaluation, exhibition, and sales.

Modern equipment needed if New Zealand is to maintain its present rate of productivity

Labor shortage, low productivity, inefficient operation hampers industrial output; market exists for U.S. machine tools, electronic equipment, many other items

By ELMER J. HANKES
President, Testscor, Minneapolis

The pace of industrialization in New Zealand offers a market for U.S. machine tools, electronic equipment, instrumentation, as well as small general-purpose machinery and components.

ELMER HANKES

This industrialization, and the related equipment sales potential, is reflected in many ways. Paper and wood pulp facilities are being enlarged to satisfy growing export requirements. A $40-million steel mill, using the country's iron sands, has reached a stage of advanced planning. Aluminum production, based on low-cost electric power is being established. Large deposits of natural gas have been discovered. The first oil refinery is on stream and is expected to stimulate petro-chemical production. Water power is plentiful and a new high tension grid, connecting all power stations, distributes ample reserves of cheap electric power throughout the country. A geothermal power plant has been built in Wairakei.

Involved in the drive for industrialization are factors deserving special attention. Unless new equipment is introduced in many areas of industry, productivity gains of recent years will be lost. Many shops are operating with obsolete machinery. Productivity is advancing more slowly than the country's gross national product. The labor shortage is critical.

Some New Zealand manufacturers, accustomed to the shelter of tariff protection and import license restrictions against competition, resist the need for modernization. They prefer to avoid capital expenditures as long as possible. From the standpoint of American equipment makers, this obstacle is compounded by a 20% tariff disadvantage. Thus, to take advantage of the machinery market of New Zealand, U.S. suppliers are obliged to use a vigorous and imaginative effort.

Factory visits made by Trade Mission members disclosed that, by use of simple equipment—materials handling units, modern secondary operation machines, quality control instruments, feeding and counting devices, costs and labor requirements of many inefficient processes could be reduced. In some plants, workers are moved from one task to another in order to keep them busy because production runs of each unit are relatively small.

New Zealand equipment buyers must cope with the import licensing system by which foreign exchange availability is controlled. Established importers and manufacturers can count on a certain regular exchange allocation, which varies annually, and can be used to purchase equipment from any source. Despite the respect New Zealanders have for U.S. machinery, most buying has been from England and Australia—in 1963, about 7.5% of machine tool imports came from America against about 40% from England and 18% from Australia. Some of the latter imports are shipped to New Zealand by agents, licensees or subsidiaries of U.S. manufacturers.

Active representation needed

Equipment exports from the U.S. are limited by a 20% barrier against non-Commonwealth machine sources. American tools, delivered in New Zealand duty paid, cost from 50% to 75% more than comparable English or Australian units. In addition, F.O.B. prices of U.S. capital equipment tend to be higher, an obstacle that can be overcome if New Zealand buyers are convinced that quality and productivity factors justify the differential.

As one prominent New Zealand importer-distributor of engineering equip-

ment said: "Many well known machine tool makers are not actively represented in this market and some not at all. Thus they cannot expect to sell in this market." He said that local agents frequently do not have proper catalogs and technical data to support an aggressive sales effort and receive little support or encouragement from their American clients. Another importer complained that he is selling U.S. equipment made in England and Australia—but that the equipment usually represented old models and perhaps obsolete designs. He wanted to have equipment of a quality and design that is current in the United States.

Aggressive sales efforts can substantially reduce the barriers of Commonwealth preference and import license limitations. Thus, New Zealand tariff regulations under Section 11 of its Customs Act, specifically provide for waiving preferential duty on machines which have distinctive features of demonstratable merit in their design and value to New Zealand industry. In view of the large market developing in New Zealand for special purpose equipment to make specialty items hitherto imported, this Section 11 can be very important as a sales stimulant.

Market profile—New Zealand

Geography: Area of 103,736 square miles, about equal to the combined States of New York, New Jersey, and Pennsylvania. Located in South Pacific Ocean, 1,400 miles east of Australia.

Population: 2,533,419 (including nearly 170,000 Maoris) on March 31, 1963. More than two-fifths are included in the five principal urban areas of Auckland, Christchurch, Wellington, Dunedin, and Hutt. In all, about 75% of the population resides in urban areas (centers with population of 1,000 or more). Unemployment is virtually nil.

Income: Gross national product $3,769 million in the year ending March 31, 1962, with annual per capita income of slightly more than $1,200.

Agriculture: Third largest wool producer in the world; also one of the leading producers of meat and dairy products. All popular vegetables and fruits are cultivated. Wheat, oats, barley and corn are also grown. Pastoral industries form the broad base of the economy and provide virtually all foreign income.

Industry: Manufacturing employs about one-fourth of the work force. Principal industries are food processing, transportation equipment, machinery, metal products, chemicals, wood and paper manufactures, textiles, footwear, and other wearing apparel. Virtually all major household appliances are produced domestically.

Transportation: About 3,300 miles of railroad carry 26 million passengers a year. New Zealand is dependent on shipping, the bulk of which is carried in British ships. 145 New Zealand registered vessels are engaged in trading, 42 of which are employed in foreign trade. Tasman Empire Airways Ltd., Government-owned airline, operates principally between New Zealand and Australia. New Zealand is served by 5 other international airlines. About 900,000 motor vehicles are licensed for use on the 57,000 miles of roads.

Communication: Radio and television facilities are nationally owned and operated: 2 short-wave radio transmitters, 39 medium-wave broadcasting stations (21 taking advertising), and 4 television stations (all offer advertising). In 1963 there were 617,000 radio receiving licenses and 97,000 television licenses in effect. 802,000 telephones had been installed by March 31, 1962.

Exports: For calendar year 1962 exports totaled $804 million. Figures for the first six months of that year show that 49% of New Zealand's exports went to the United Kingdom. The United States was second with 14%. Principal exports are wool, frozen meat, butter, cheese, hides, pelts, skins.

Imports: For calendar 1962 imports totaled $684 million. During the first half of 1962, 43% of New Zealand's imports came from the United Kingdom, 21% from Australia, and 8% from the United States. Chief items of import are machinery and transportation equipment, base metals and metal manufactures, fertilizers, textiles, food products, mineral fuels and lubricants, chemicals, paper and paperboard.

Automated machinery

This also applies to automated and tape-controlled machinery. Although the Trade Mission found some interest, New Zealand factory owners seemed generally unaware of the present value of such equipment in helping them deal with diverse short-run production needs and for extending the limited availability of skilled labor. An informed selling effort should be able to dispel misconceptions and enable U.S. machine tool builders to open a market which they seem uniquely equipped to satisfy.

The list of trade opportunities developed during private interviews dealing with business proposals brought from the U.S. and specific projects brought forward by New Zealand business men is revealing. For the proposals submitted from the U.S. for standard machine tools, there were 105 direct requests for agency representations by New Zealand firms. This includes lathes, grinders, presses.

Business proposals submitted by U.S. producers of specialty equipment such as laundry machines, printing presses, machines for making candy, wire products, cement pipe, aluminum windows, popcorn and pretzels attracted 58 New Zealand inquiries. Every U.S. proposal involving materials handling drew at least one inquiry, with a total of 44. Added to this were hundreds of miscellaneous inquiries for chemical processing equipment, electrical apparatus and components, control and measuring instruments.

The Mission dealt with requests for machinery and plants to make wire mesh, quilted products, book-matches, embossed and laminated products, paper cups, and sintered materials. Quotations and information were requested for various types of special-purpose ovens and furnaces, welders for aluminum and plastic applications, automatic presses, grinders for industrial shears and paper cutters, restaurant equipment, calender rollers, scrubber for natural gas, veneer lathes and a large variety of loading, filling, sealing and packaging machinery.

Allocate licenses

The import license "budget" contains a substantial amount that can be allocated to individual items related to industrial diversification, or to improving efficiency of existing operations. Virtually every New Zealand manufacturer and importer stated that if an import license request for any piece of equipment can be justified in relation to industrializa-

tion objectives, it would be most unusual if the request were denied.

It is possible, in most instances, to purchase import license allocations of others, at a premium. There are certain types of equipment, however, including some designs of power saws and tow-trucks, that are banned from import in order to protect local industry. The list of "precluded products" is set forth in customs regulations and specific information can be obtained from the Department of Commerce.

There appears to be a market for used and rebuilt machine tools and to a greater extent, for small "packaged plants." A heavy proportion of New Zealand plant is far older than the average machine, (used), sold in the U.S.A. The durability of American machinery and equipment is recognized in New Zealand so that there is no great obstacle to purchase used apparatus if the price is favorable and performance suitably guaranteed and supported by local service responsibility. The Mission received a number of inquiries from New Zealand importers who are interested in used American machines.

American equipment makers should consider advertising in New Zealand's trade press. One of the most valuable means of sales promotion is the successful introduction of the first machine into the country, where it can be demonstrated. New Zealander manufacturers are reluctant to commit a substantial capital expense based on a catalog presentation. One case was found where an American supplier had become virtually a single source for his type of machine after having sold the first model in New Zealand before any competitor from any other country.

It is the conclusion of the Trade Mission that the next decade will see a greatly expanded market for industrial equipment of all types in New Zealand. The competition can be expected to intensify. However, there is reason to assume that American equipment makers will be able to obtain a major share of the potential, if they devote the proper selling effort.

the author

Mr. Hankes invented a system of electrically grading students' tests and developed the Testscor Co., which has been active in the field of educational testscoring since 1946. In 1957 he founded the Instrument Control Co. engaged with special problems in measurement and control, maintenance and calibration of electronic instruments.

New Zealand broadens commercial ties; licenses, joint ventures available to vigorous U.S. firms

License applicants must demonstrate their products' worth; respect for U.S. technology, common language help U.S. firms

By EUGENE M. LANG
President, Resources and Facilities Corp.

The expanding New Zealand economy and its industrialization objectives offer a very real potential for the utilization of U.S. manufacturing know-how through license and joint venture relationships. In some 400 interviews with New Zealand businessmen, much of the specific interest that the Trade Mission found for U.S. machinery and equipment was linked with a desire for technical guidance and support in some manufacturing project.

EUGENE LANG

A typical trade opportunity of this variety might read: "New Zealand company with ample capital desires to manufacture builders' hardware under license or as joint venture with U.S. producer who can supply know-how and related equipment" —except that the product designation might just as easily be items such as electric motors, packaging machines, vacuum cleaners and small appliances, prepared food products, fish catching and processing, shock absorbers, metal finishing, containers, fibre-glass boats.

For each of these products, and scores of others, the Mission received collaboration proposals from at least one top ranked New Zealand firm.

Government policy

These opportunities are elements of the New Zealand Government's expressed policy to encourage the use of foreign know-how to diversify industry and increase productivity. They reflect the dynamics of a country that has awakened to the need for broadening the base of its "grass economy" from its traditionally integrated and relatively sheltered position within the Commonwealth.

The influence of these factors on investment climate and related opportunities for U.S. businessmen in New Zealand has been intensified over the past several years. England's moves to adjust its commerce to European trading patterns have caused many New Zealanders to prepare for the dissolution of their preferential Commonwealth position.

New Zealand business is focusing on possibilities of greater ties with the U.S. Businessmen have seen New Zealand's export percentage to England drop from 67% in 1953 to 46% in 1963, while the U.S. share rose from 7.8% to 17.5% and is still growing.

New Zealand sold about $80 million more goods to the U.S. than it purchased in 1963. Today, many feel that prospects for expanded sales to the U.S. can best be cultivated by encouraging U.S. industry to develop a greater stake in the New Zealand economy.

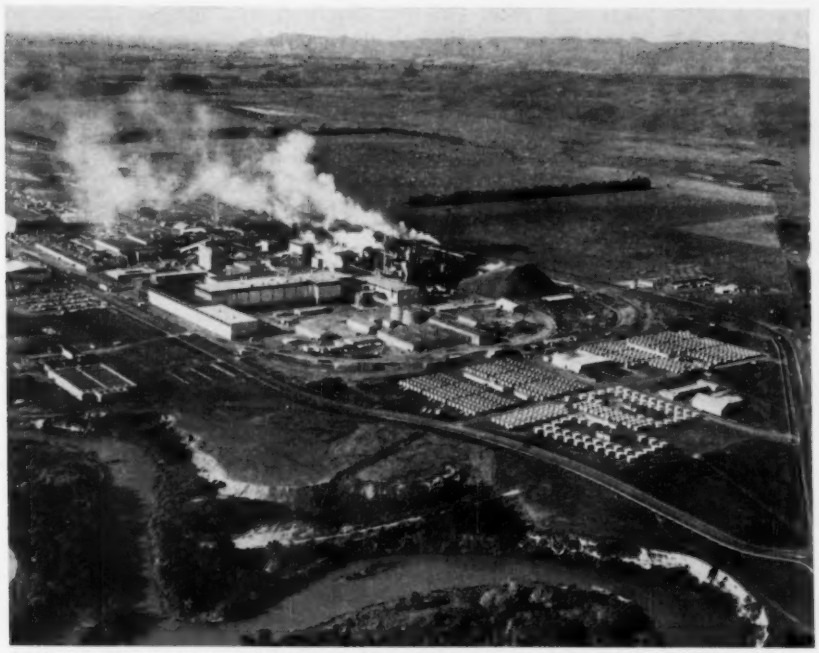
Hopeful view

These considerations, added to respect for U.S. technology, the personal bond of a common language and World War II experience, and current business prosperity and investment capabilities, gave the Mission a hopeful view of the potential for expanded license, joint-venture and investment ties between the U.S. and New Zealand.

Against this encouraging background, the U.S. businessman must assess his individual opportunity of establishing his project on terms offering reasonable incentives. Although New Zealand industry is "private," it has grown up under a unique and powerful system of Government tariff protection and import control that has tended to restrict "enterprise."

This "system" is essentially an administrative mechanism with its roots in several factors. Most obvious is the critical position of foreign exchange in the economic life of New Zealand, and the responsibility over it that the Government has assumed since 1936.

Second, since the New Zealand market is relatively small, many production un-



MAKING SMOKE: Aerial view of the Tasman Pulp and Paper Company's newsprint, wood pulp and sawmill at Kawerau, New Zealand. Industrial growth is broadening her largely agricultural economy.

dertakings could be established only through special Government encouragement and protective controls.

Third are the Commonwealth trade obligations. While they are of diminishing significance, there is little near-term likelihood that the Government will relinquish its economic controls or do anything that would unduly jeopardize business interests that its policies have fostered.

See it through

To establish a license and joint venture, the U.S. party must be prepared either directly or through his New Zealand associate, to process all details of the undertaking through the "system" in order to gain official approval.

Preliminary informal discussions with officials in the Department of Industries and Commerce, and possibly with the Reserve Bank of New Zealand, are recommended in order to obtain guidance and some sense of the official attitude. Then, a project application would be prepared and filed with the Department of Industries and Commerce. There is no specific form for this but the Department will make available a list of 20 topical sections for use in the application.

Responsibility for validation seems to be divided among the Department of Industries and Commerce (who must pass on desirability of the venture to the New Zealand economy), the Reserve Bank of New Zealand (which must pass on foreign exchange considerations), and the Department of Customs (which must issue requisite import licenses).

The Department of Customs also decides, perhaps in advisory liaison with the Department of Industries and Commerce, the possibility of supporting the new venture with higher tariffs, quotas on competing imports, lower tariffs on components or materials that must be brought in, and possible duty exemptions on related imports of capital equipment.

Follow up

The application should also be followed up by discussions with not only the Department of Industries and Commerce, but with the Reserve Bank and Department of Customs. Additional facts and discreet argument at the right time in relation to specific aspects of administrative concern can help assure the most favorable official decisions that circumstances permit.

There is no published capital or industrial development plan by which the administrative decision on a new license or joint venture project or its details can be anticipated. Each decision appears to be rendered on an *ad hoc* basis, placing the burden on the sponsor to establish project justification.

Policy guides for desired projects were comprehensively summed up in a report entitled "Criteria for Industrial Development" prepared by the specially constituted Tariff and Development Board in June, 1963. The major criterion which determines the Government attitude toward a new venture is an assessment of the venture's contribution to the New Zealand economy, with major emphasis on the promotion of export potential or the saving of expenditure on imports.

In this regard, the substitution of New Zealand materials and locally-made components in place of imports (50% local content is the desired minimum) carries much weight.

Anticipated royalty payments and dividend remittances would also be considered.

Other factors

Other criteria include the extent to which the venture may aid development of natural resources, amount of protection against imports that may be required, if any; foreign capital requirements and control; locally-made content of product to be produced; cost of production against duty-paid price of comparable imports; basis provided by the venture for development of associated industries; more efficient use of local labor and management skills; contribution to national security.

Likely areas in which the Department of Industries and Commerce might encourage new industrial developments are:

- ★ Basic iron and steel industry (now being seriously programmed) to offset present imports of structural steels, plates, tinplate tube, corrugated iron, chain and bars.
- ★ Copper products, including tubes, sheets, strip.
- ★ Motor vehicle components (about 35% of the value of New Zealand's 50,000-plus auto output is local content), including wheels, bumper bars, accessories, electrical items, brakes, drive shafts.
- ★ Power units including small gasoline engines, marine diesels, electric motors.
- ★ Capital equipment including woodworking machinery, machine tools, earthmoving equipment, agricultural equipment, compressors.
- ★ Ceramic items including refractories and refractory cements.
- ★ Synthetic rubber, solvents, resins, petrochemicals based on New Zealand petroleum refining capacity and rayon yarn based on local pulp.
- ★ Electrical controls and switchgear.

Ventures which would seriously threaten the competitive position of established manufacturers are less likely to win official approbation. A good number of these operate outmoded facilities, uti-

lizing high-priced labor with relatively low productivity and depend upon tariff and import controls for survival.

Policy guides

There are several other more specific policy guides that can directly affect the attractiveness of license and joint venture relationships. The Government is reluctant to approve any venture in which foreign ownership exceeds 50%. In royalty arrangements, 5% is the ceiling rate, and it is permitted only for exceptional situations.

While these limitations would not stand in the way of many relationships, they can inhibit the creation of smaller enterprises, where percentages would not produce enough income to pay reasonably for know-how and the costs involved in serving the relationship.

The U.S. and New Zealand parties can work out alternative considerations to offset royalty limitations. These might be steps such as equity, technical service fees, or purchase of product components.

Also, the Mission was given reason to believe that the Government may be more elastic in its decision if the facts justify special consideration. Thus, a few enterprises involving 100% foreign ownership —English, Australian, U.S.—have been approved in recent years.

In preparing an application for a license or joint venture, all criteria by which the project can be justified should be carefully considered. The procedure is not easy and can present its frustrations both in delay and results. However, to U.S. companies experienced in organizing overseas ventures, New Zealand presents no original problems.

Numerous conversations with local businessmen and Government officials convinced the Mission that the New Zealand control system, as applied to new manufacturing projects, works efficiently and reasonably. Ultimate action depends on how the merits and justification of each project are initially prepared for administrative consideration, and thereafter followed up.

However, once favorable decision has been reached, the essential avenues to action are unblocked and one may proceed with confidence that the "system" will present no further obstacles. Quite the contrary, it may provide protective benefits.

The security of investment and contractual interests in New Zealand is well recognized. Capital can be repatriated. Remittances of royalties and dividends have never been interrupted. Return on capital invested in manufacturing enterprises tends to range from about 20% to 40% before income taxes. Estimated profit margins on sales are reported to average close to 12% before taxes.

Companies in New Zealand are subject to regular income tax and a social security income tax. The regular tax on company income starts from a basic rate of 12.5% on the first £3,600 (about $10,000) after which additional income is taxed at the rate of 42.5%. The social security income tax is an additional 7.5%. These tax rates also apply to royalties, rents and interest paid to U.S. companies, although under certain conditions exemption from the social security impost may be obtained.

Dividends paid by New Zealand to individual U.S. citizens are subject to ordinary income tax. However, dividends paid to U.S. companies are not taxed. A convention between the U.S. and New Zealand provides for the avoidance of double taxation, and income taxes paid in New Zealand may be applied against tax obligations of the corresponding income in the U.S. There is no tax or other discrimination against foreign investors or licensors.

Well-defined laws

Patent and trademark laws of New Zealand are well-defined and are substantially in accordance with British reg-

What they want to know

This schedule is for the guidance of prospective sponsors of new industrial projects. It covers the type of information most useful to the New Zealand Department of Industries and Commerce when considering whether a new project can be supported.

This is not a questionaire which must be answered fully before a proposal will be considered. It is realized that in some cases particular points will not be applicable, and for the smaller types of development it should not be necessary to go into all this detail.

1. **Product(s) to be manufactured.**
2. **Estimated annual volume and value of the new production—in the first and subsequent years.**
3. **The proposed site of the manufacturing unit.**
4. **The values and types of plant and equipment (including tooling, dies, and such items)**
   (a) to be imported
   (b) to be obtained in New Zealand.
5. **Details of other capital costs involved in the new production.**
6. **The ownership of the manufacturing unit.**
7. **The method of financing the new project, including sources of capital.**
8. **The requirements of raw materials and component parts for the first year and for subsequent years of manufacturing operations (specify for each item, the types; quantity required; estimated cost; and sources of supply) and the means of payment for imports (remitting or non-remitting).**
9. **The estimated production costs and selling prices in New Zealand and comparability with the prices of similar imported products, and any similar existing New Zealand-made products.**
10. **The estimated New Zealand content of the finished product (as a percentage of the factory door cost.)**
11. **The estimated saving in overseas exchange if New Zealand production is commenced.**
12. **The proposed date of commencing the manufacture of the new product(s).**
13. **Plans for subsequent expansion of output or increase in the New Zealand content of the product(s).**
14. **Details of any proposed royalty agreement(s) connected with the new production.**
15. **Comparison of the quality of the proposed new product(s) with that of similar imported and any existing New Zealand-made products.**
16. **The estimated number of persons to be employed in manufacture of the new product(s).**
17. **The arrangements for provision of technical knowledge.**
18. **The arrangements for distribution of the finished product(s).**
19. **The nature and degree of any protection required to assist the establishment of the new production.**
20. **The prospects of establishing an export market for the product(s).**

ulations. Patent applications are subject to examination. Allowed patents have a life, with the payment of certain annuities, of 16 years from date of filing.

It is desirable, so far as possible, for U.S. companies who seek license ties in New Zealand to obtain patent and trademark protection for their products.

Although some well-known "names" occupy prominent positions, U.S. manufacturers have had a relatively small share in New Zealand industry as investors and licensors. For 1962 and 1963, total U.S. investment in New Zealand is estimated at about $40 million, but much of this was not new risk capital.

Likewise, of the 267 manufacturing licenses and joint ventures approved by the New Zealand Government in 1962 and 1963, only 73 involved U.S. parties.

Chemical enterprises, with a 32 and 13 ratio provided the broadest U.S. participation.

The New Zealand economy has already come a long way out of its Commonwealth cocoon. The country is now open to U.S. know-how and capital on a parity with all other countries of the world. With some qualification this also applies to U.S. equipment and facilities.

Unless a new manufacturing project can be justified as exceptionally significant to the New Zealand economy, licensing may offer less attraction to the average U.S. company than the possibility of a joint venture. A soundly conceived project, in which a reasonable equity stake can be obtained for know-how and facilities, could provide the most profitable means for entering the market.

Many New Zealand companies prefer this form of business association. Also, the Mission found no objection to bringing in used plant and equipment that could do an adequate production job for local requirements.

The time is ripe for an intensive U.S. effort to take a greater position in New Zealand's growing economy. The Mission believes that the effort will be welcome and that the New Zealand business community will respond with vigor.

the author

Mr. Lang's firm specializes in the negotiation and administration of international licensing and joint venture relationships. A graduate of Swarthmore College, Mr. Lang received his M.S. from Columbia and continued his engineering studies at Brooklyn Polytechnic Institute.

New Zealand has long history as market for farm machinery

Heavy equipment needed for land reclamation program; salesmanship can overcome unfavorable U.S. tariff position

By E. W. KLAPMEIER

Consultant, Blaw-Knox Co.
Buffalo, N.Y.

I still see the same positive indications of a profitable New Zealand market for U.S. suppliers of dairy processing and agricultural equipment that I found on my first visit here in 1952.

E. W. KLAPMEIER

Then as now a change in the production methods and products of the dairy plants appeared vital to insure the future of the industry. After that visit, U.S. equipment for production of roller process replaced evaporators and spray process dryers.

Today most evaporating and drying units in the dairy processing plants cannot be considered modern or efficient. The major equipment has been in use for 12 to 20 years. New and improved designs that greatly reduce the cost of operation are sorely needed.

Dairy processing plants now number around 80 compared to over 200 a few years ago, due to mergers of smaller units into more efficient operations.

Plant consolidation calls for new equipment to increase capacity and reduce operating costs and manpower. New equipment is also more versatile in the types and quality of the final product, enhancing the possibility for new and expanded markets for dairy products. People in the New Zealand dairy industry recognize this and are in a receptive mood to new equipment.

Special requirements

To compete effectively in this market U.S. companies should be prepared to meet some special requirements. They should consider the possibility of at least partial fabrication of the larger units in New Zealand manufacturing plants. Good facilities and workmanship are available to combine with U.S. know-how. Under such an arrangement a far greater volume of business would be possible.

The mission found several instances of license and manufacturing arrangements being made by competitors from other nations directly with New Zealand fabricators. Unless we follow a similar pattern it is conceivable that U.S. products will lose prestige and sales.

Grab the chance

The opportunity of sales for U.S. designed dairy processing equipment should be seized. I would estimate that within the next few years a sales volume of over $1 million is possible.

New Zealand farmers are machinery conscious and very efficient. A high proportion of farms is electrified and equipped with milking and shearing machines. About 95% of dairy cows are machine-milked, compared with approximately 70% in the U.S. Little opportunity for additional equipment exists in this market.

Land reclamation and resettlement has been one of the major programs of the New Zealand Government in recent years through the Land and Survey Department. It conducts all land surveying and aerial mapping functions for the Government. It administers the program of land settlement under the provisions of the Land Settlement Act.

About 50,000 acres of new land are developed by the Land Survey Department each year. In addition, 45,000 acres are developed annually by the Department of Maori Affairs and about 5,000 acres by private enterprise.

Since 1952 the use of agricultural tractors has doubled, to a total of about 80,000 units. During the same period harvester combines increased in numbers from 2,000 to over 6,000. Other major farm equipment includes some 12,500 electric motors over ¼ h.p., 8,000 pick-up hay balers, 24,000 side delivery rakes, and increased numbers of forage harvesters.

In land development programs extensive use is made of heavy earthmoving machinery to break the ground, remove stumps, drain swamps and construct roads and irrigation projects. Heavy tracklaying tractors and airplanes have become almost a necessity in large scale

land development programs in recent years.

The equipment to perform this annual work and to replace existing machinery represents another sizeable sales opportunity. Additional equipment will be required as the land is occupied by individual farmers.

Home garden equipment

New Zealand is a land of do-it-yourself people. A great deal of the excess energy is expended through the care and cultivation of large vegetable and flower gardens. Lawns produce an abundant grass growth and require mowing at frequent intervals.

Power equipment and garden tools such as we are accustomed to in the U.S. are not available here in sufficient numbers or variety. Good quality lawn mowers equal to long-season heavy duty requirements should fill a long-felt need.

Government controls are a vital factor in the economy of this country. Licenses are required for imports. The preferential tariff rates established for imports from the Commonwealth countries place U.S. and other countries in an unfavorable position.

While this obstacle exists, it is not unsurmountable, and can be overcome by effective salesmanship. The U.S. businessman must convince his New Zealand customer that his product is superior, that it will meet requirements better than Commonwealth competitors, and that it will reduce costs with less maintenance.

Armed with these facts the New Zealand purchaser is in a position to request the necessary import licenses and apply for the preferential lower tariff rates.

The expanding economy of New Zealand justifies a greater trade effort on the part of U.S. businessmen. Past absence of aggressive selling by U.S. exporters has allowed competition from other countries to seize the initiative.

The future success of U.S. undertakings will require a maximum effort and the results will be in proportion to that effort.

the author

Mr. Klapmeier recently retired as vice president, International Operations, Dairy and Buflovak Equipment Divisions of the Blaw-Knox Co. He has had over 30 years' experience in the dairy processing field. In 1955, he organized an independent company, since incorporated as Klapmeier Industries, engaged in developing and manufacturing houseboats, pontoon boats, and other sporting specialties.

NICE BACKYARD: You can't eat the scenery, so these high-country New Zealanders raise sheep which graze right up to the edge of the Tasman Glacier on South Island's Mt. Cook, New Zealand's highest.

New Zealand strong on carcasses; needs help on chops, legs of lamb

Food processing equipment needed to satisfy sophisticated tastes; medium, small scale suppliers can also sell in expanding market

By F. GILBERT LAMB

President, Lamb-Weston, Inc.
Portland, Oregon

New Zealand is an important market for U.S. food processing equipment and know-how, and it seems worth the attention of even the medium size and smaller U.S. suppliers.

F. GILBERT LAMB

Farming is the major source of New Zealand's income. Their agricultural production is outstandingly efficient. New Zealand has been able to maintain its high level economy by exporting farm crops predominantly in bulk or semi-processed form.

Today, however, the whole trend in the food processing business is toward "convenience foods." The U.S. has led the world in processing food in central plants, so it requires a minimum of work in the kitchen—whether the housewife's kitchen or the chef's.

The processing of New Zealand food crops is not nearly as well developed as their farm operations. Although some plants and some parts of processing operations are efficient by U.S. standards, many are not.

Although the New Zealand meat packing industry handles a large volume, most of it is frozen and exported in carcass form. As the market gets more selective and demands more "leg of lamb" and "lamb chops" the New Zealand meat packers are left with huge quantities of the balance of the carcass.

They have developed a limited market for some of these cheaper cuts in the South Pacific islands. I heard of prices as low as 2 and 3 cents per pound and for

lamb necks and breasts (without bones, 7 to 9 cents per pound).

Another problem is that frozen precut and portion-packaged lamb and mutton have less attractive color. Color would not be a problem, however, in canned or frozen or dehydrated heat-and-serve dishes, such as curried lamb or lamb stew.

Must package better

New Zealand could use American know-how and much U.S. processing and packaging equipment, because to maintain her economy New Zealand food exports almost certainly will have to be processed and packaged in a more sophisticated manner.

Besides the export market, the nation's domestic market for better processed foods is significant. New Zealand has almost no unemployment and one of the highest living standards in the world.

Almost 200,000 women are full-time workers. The families represented by these working women are going to demand, and can afford, food processed to a greater degree than what they are now eating. These housewives are going to want oven-ready foods, trimmed and peeled and packaged into prepared meals with the modern processing equipment and techniques now available.

Stricter standards

A £20 million ($56 million) development program is forecast for New Zealand's meat freezing companies to bring the meat industry in line with prescribed new methods of meat handling required under health requirements and sanitary regulations in New Zealand's export markets.

This will be a big equipment order for some enterprising salesman. In one of the country's largest bakeries the ovens are over 20 years old. They are still using a bread wrapper with a speed of only 20 loaves per minute. Cake mixers are also old and require constant maintenance, except for one new 1963 U.S. machine, treated as a prize possession.

New Zealand uses much refrigeration equipment in connection with food processing. However, they are only recently starting to think in terms of package quick freezing in the meat industry.

Refrigeration compressors are not being manufactured in quantity in the country, although I was told that one firm did make compressors up to ½ h.p. capacity.

Semi-hermetically-sealed compressors, especially in small and medium-sized units, are becoming more popular, but the fully sealed ones are not in use. Distances from the overseas factory make New Zealanders apprehensive about equipment that must be returned for repair.

New Zealand does have several facilities capable of manufacturing pressure vessels, heat exchangers, evaporators and condensers. However, even here U.S. special application equipment can command attention. Some U.S. manufacturers might work out favorable licensing arrangements on specialized heat exchangers with New Zealand manufacturers.

New Zealand safety code specifications are more stringent than the U.S.'s A.S.M.E. code or Britain's. Before shipping any pressure vessel to New Zealand, detailed specifications should be submitted to the New Zealand Government's Marine Department in Wellington for approval.

New Zealand has a wide variety of water conditions, so easy cleaning of heat exchangers is a desirable feature.

A fair range of fans are made in New Zealand. Axial flow and propellor types up to 48" diameter and some centrifugal designs up to 72" are produced. Some of the best of these are under license arrangements with U.S. firms. Some fan components such as specialized impellers and bearings are imported.

Regarding insulation for the refrigeration industry, some expanded solid types are produced locally although fair quantities of other types are imported. There was widespread interest in lightweight warehouse walls and ceilings constructed of several layers of aluminium sheets separated by thin (approximately 5/8") wood spacers on 3 to 4 foot centres. The centre sheets would be down to 34 gauge with the outside and inside of heavier gauge to suit the particular condition.

Unwrapped bread

Most bread is now delivered unwrapped in trucks to groceries, hospitals, restaurants, homes and other outlets. There is discussion in the Government and newspapers as to whether wrapping should be required. When this happens about 100 bakeries will need packaging equipment.

French-fried potatoes are served morning, noon and night in restaurants. Practically all of these are still peeled and cut by hand in the kitchen with scarce labor.

Edible fish, ranging from sub-tropical to cold water varieties are plentiful, yet New Zealand imported about $4 million worth of canned fish in 1961.

Two gentlemen from the South Island want U.S. know-how and equipment to get a new fish processing operation started. They are confident that £500,000 ($1.4 million) of capital from their area would be readily available for the venture. They stated that the fish potential is many times the official catch figures. A National Government Fish Board is scheduled to be set up to study and encourage the development of the fishing and fish processing industry.

Businessmen showed much interest in U.S. coin-operated vending equipment for food and other consumer goods. Several interviews discussed eventual local manufacture of this type of equipment under license or joint venture arrangements.

the author

Mr. Lamb took over active management of Lamb-Weston in 1934. In addition to his activities in the field of frozen, dehydrated, and canned vegetables, he is President of F. G. Lamb & Co., engaged in fresh fruit and vegetable cold storage warehousing. Mr. Lamb is a member of the National Canners Association; National Frozen Foods Association; Northwest Canners and Freezers Association; and National Association of Refrigerated Warehouses.

More roadbuilding equipment should sell in New Zealand

About 80% in use is American; potential for larger units seen

By ABRAHAM L. SAVIN
President, Edward Balf Co.
Hartford, Conn.

Visits with members of New Zealand's construction industry, plus field trips to building and housing sites, road projects, harbor and airport jobs, give the impression that about 80% (by dollar value) of the equipment used is U.S. built. Some of these units, however, were assembled in Australia and England under license. Prospects for sales of larger, more efficient units in some phases of construction are good.

ABRAHAM SAVIN

Virtually all tractors appear to be track-mounted. With the exception of a few

built in England, most are made in the United States. I did not see rubber-tired dozers; in my opinion the New Zealand market is open to U.S. suppliers.

Pneumatic-tired scraper equipment, both single and dual engine, is being used, and there are many makes. Some front-end loaders, both pneumatic and track mounted, are on the market and about 90% are made in the United States. There are few large shovels. Use of small shovels is being discontinued because of the increased efficiency and versatility of the front end loader.

I did not see a Gradall or its equivalent. There should be a market for them because of the extensive number of housing sites being graded and drained. A few back-hoes on tracks are at work and some small draglines are used on these sites; few are mounted on rubber.

Market for larger crane

There are numerous motor cranes but they are small and powered by gas engines—again, 80% U.S. design. I believe that there is a market for a larger crane, diesel powered both top and bottom, and with hydraulic outriggers. In the last licensing year £425,000 worth of cranes and hoists were imported, of which £300,000 (1 N.Z. £ = US$2.80) came from U.K., £56,000 from Germany, and only £4,200 from the United States. On the other hand, of the £100,000 of winches and capstans imported, £73,000 worth came from the United States and £15,000 from the U.K.

Pneumatic-tired scrapers, cat-drawn, are plentiful. Off-the-road hauling equipment is small and not very modern. Both the rear and bottom dump units are needed. Rollers of all kinds, pneumatic and steel-wheeled, are available; but most units are not U.S. made.

Few vibratory compactors are used. Pile-driving equipment is either auger type or steam and there should be a ready market for our modern diesel-powered hammer. Pump and compressers are used extensively but come mainly from Australia and the U.K. I have not seen a well-point installation.

Readymix concrete plants are becoming popular; however, because of the rigid enforcement of the gross weight laws all trucks are of 4-yard or less capacity. Imported concrete mixers totaled £27,700 last year, £18,000 from Australia and only £3,450 from the United States.

Bituminous concrete seems most popular for highways and small airports. In some instances penetration macadam is used. There are many good bituminous concrete plants, but capacity is small. Bituminous spreaders are modern and are almost entirely of U.S. design.

Lack hauling, crushing plant

Based on visits to a few quarries, indications are that this is a field which offers a lucrative market for hauling and crushing plant. Where about 40-ton hauling units could be employed, 15-ton or smaller units generally are being used. Plant design is of a sprawling nature and I did not see any tunnels for reloading or bins of any appreciable size.

Numerous small shovels are stationed at stock piles and could be replaced with half as many larger U.S. built pneumatic-tired loaders. In no case was a drop ball used for secondary breaking. Instead, crews of men drill and blast the oversized rock. Crushing equipment imported totaled £96,964—£57,000 from the U.K., £24,600 from Australia, and only £9,536 from the United States.

A new airport is under construction for the city of Auckland. The runway, about 8,000 feet long, is built of 14-inch-thick concrete. Aprons and taxiways vary from 12 to 14 inches. Lanes are paved in 20-foot widths with a longitudal keyway. A central mix plant is equipped with conveyor feeding and two 4-yard tilt-drum mixers. The average yardage placed daily is about 750; by normal U.S. standards this yardage could be in excess of 1,500 yards.

One bottleneck is the use of 3-yard hauling units from the central plant to concrete spreaders. None of the principal equipment—concrete spreader, vibrators, finishing machines—was U.S. made. A spread of American equipment, serviced by our standard 8-yard Dumpcrete trucks, would produce in excess of 2,000 feet of 20'x14" pavement per shift, or 2,000 cubic yards.

Finished pavement looked excellent; riding qualities were excellent. This project required about 12 million yards of fill —dug and hauled from adjoining areas by prime movers and pneumatic-tired scrapers.

On-the-road hauling equipment in my opinion offers a wide open field for sales.

the author

For the past 40 years Mr. Savin has been actively engaged in all phases of construction of highways, bridges, dams, and tunnels. He has been a member of the Board of Merritt, Chapman, & Scott Corp., and President of the Savin Construction Co. During his career, he has purchased and owned in excess of $200 million worth of equipment.

A diesel-driven light-weight tractor drawing an aluminum frameless trailer should readily find a market in this area. Special-purpose motor trucks and vans (trailers) imported totaled £127,000; £95,000 worth from the U.K., £21,000 from Australia, and only £10,000 from the United States.

A review of the overall situation, as observed, indicates that virtually all the better equipment lines manufactured in the United States that are related to the contracting and automotive industry are represented in New Zealand.

Equipment can be bought on a finance plan at a reasonable rate of interest. Sales are being made at 15% down and 2 years to pay the remainder. About half the sales are on a cash basis.

Soil and rock conditions in New Zealand are similar to those in the United States and therefore our standard builts are acceptable and used almost exclusively.

New England set for 11th annual world trade day

Reports on 3 trade missions to be given at April 30 event

New England's international trade community will hold all-day discussions of overseas marketing and operations at the Sheraton-Plaza Hotel, Boston, on April 30.

The banquet session of this 11th Annual New England World Trade Day Conference will be addressed by A. R. Gale, president of Studebaker International, on "The Realities of Export Expansion." A banquet highlight will be the awarding of the President's "E" flag and certificate to New England firms which have made outstanding contributions to the export expansion program.

Businessmen recently returned from three U.S. trade missions will present their findings at afternoon sessions. The Australia-New Zealand mission will be represented by Rudolph Goldsmith, president of French Fabrics Export, Inc., and Eugene M. Lang, president of Resources and Facilities Corporation. Daniel Harvey Brown, Jr., of the Douglas Fir Plywood Association, and Julian Kheel, president of Royal Meadow Homes, will represent the mission to Germany. The

story of the Venezuela mission will be presented by John J. Dempsey, president of Armor Products, Inc., and Fred D. Wright, president of Fred D. Wright Co., Inc. The panel will be moderated by Paul G. Carney, director, Boston field office, U.S. Department of Commerce.

"Going International to Match World Market Growth" will be the theme of the Presidential Panel which will follow, moderated by George H. Ellis, president of the Federal Reserve Bank of Boston. Panelists, all presidents of their New England firms, will be William S. Brewster of United Shoe Machinery Corp., Boston; W. M. Hall of Charles T. Main, Inc., Boston; David F. Putnam, Markem Machine Co., Keene, N. H.; and John Hazen White, Taco Heaters, Inc., Cranston, R. I. All of the Trade Mission members will be available for individual consultations with businessmen all morning.

Sponsor of the conference is the International Trade Association of New England, Inc. Cooperating organizations are: U.S. Department of Commerce field office, Boston; Regional Export Expansion Council; Massachusetts Port Authority; Propeller Club of Boston; Foreign Commerce Club of Boston; Foreign Trade Council of the Worcester Area Chamber of Commerce; World Trade Club of the Greater Providence Chamber of Commerce; World Trade Center in New England; and the Maritime Association of Greater Boston.

Western Electric gets AID contract in Nigeria

The Agency for International Development will assist Nigeria in carrying out plans for expansion of its telecommunications network through an $863,000 contract awarded to Western Electric Company, 220 Church St., New York, N.Y.

An advance party of 4 Western Electric engineering consultants left for the African republic this week to begin work on the program. Under the contract, Western Electric will prepare a project plan outlining the manner and sequence of work to be performed by construction contractors, including assistance to Nigerian authorities in preparing bidding documents and contracting procedures.

Western Electric also will provide engineering assistance in various programs which the Nigerians will undertake to improve operations, maintenance, installation, and training. A technical advisor will be provided to assist the Ministry of Communications for the duration of the contract.

'Token' Ceylon-U.S. trade could improve

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

COLOMBO, CEYLON—No doors of an iron curtain clang shut on Colombo commerce. In this contrasting land, air-conditioned with a spanking breeze although straddling the equator, fragrant with hibiscus and bougainvillaea, where elephants and panthers roam jungles a hundred miles away, and life moves with vigor in Colombo's cosmopolitan community filled with handsome people in dashing dress, the crush of Russian and Chinese trade overwhelms the U.S. 4 to 1.

This is an "uncommitted" nation of 11 million people, who flirt unashamed with East and West, a lush country of tea and rubber, coconuts, a little cocoa and precious stones. The United States is Ceylon's largest customer, following Britain's whopping leadership, but even so Ceylon purchases $40 million from the Sino-Russian bloc against a minimal $10 million from the production of all 50 states of the United States. Last month Ceylon nationalized insurance firms, announcing no intention to pay compensation for loss of business or good will.

The Minister of Commerce laconically stated U.S. importers buy only because Ceylonese products are best, its tea tastier, its jewels magnificent; and Ceylon owes no return favors. Meanwhile, Chinese Communists tumble over one another pumping in gifts such as railway rolling stock, while the United States, carrying on a controversy concerning nationalization of oil, has necessarily closed its office of the Agency for International Development.

One Ceylon businessman, general manager of a distributing company that represents 3 dozen top U.S. construction equipment manufacturers, declared gloomily he has seen three factory representatives in the past two years. "Once AID disappeared, so did the Americans," he said.

This rich and attractive little member of the British commonwealth, a place so glistening with rainbow saris that it seems proper for exotic rubies, sapphires, topaz and moonstones to be discovered in its soil, buys token products from American factories.

"It is getting better," says John Rouse, Jr., a 1961 graduate of the University of Maryland law school, and the U.S. Embassy's commercial officer. "Particularly agricultural implements. Air-conditioning equipment soon will be important."

Not everyone agrees.

Mrs. Sirima Bandaranaike, Ceylon's 47-year-old Prime Minister, favors protection of all local industry. "We must, however," she said, "be wary that the quality of Ceylonese manufacture does not suffer merely because our producers enjoy at home the advantage of protection either through high tariff barriers or through banning a competing industry."

On the voluptuous foreign aid that each day arrives from a dozen nations, Mrs. Bandaranaike blandly says, "No amount of assistance from other nations and no amount of subsidy could match up to the potential that our people's creative energies could release."

The U.S. Embassy, where these problems are met, is painted as noble white as virtue and located in a splendrous mansion consisting mainly of a huge staircase around which offices seem to have been fitted as an afterthought. Two red-headed Americans, Rouse and Harry Odell, handle economic matters.

"Any product necessary to build a bridge or highway, or for the economic good, to aid farmers or plantations, is given an import license," says Rouse. "Everything is available and little produced.

"England, by years of tradition and trying, finds Ceylon as rosy as a newly polished ruby. It is tough to operate, but it can be done. Mostly, we need U.S. businessmen. Germans, Japanese and British cover this island like rain at monsoon time."

'MADE IN U.S.A.': In 3-story, $1¼ million building added to Crescent Tool Co. plant on its golden anniversary, experimental machine-shop work is conducted on ground floor while the second and third are devoted to packing for shipment to some 65 countries. An interfloor, overhead conveyor system continuously moves empty boxes and cartons to second-floor packers. Ample space (25,000 sq. ft.) allows for storage. Outside is off-street loading dock.

Hand-tool maker wins 'E'

Crescent Co. gains international fame as reliable, top-quality producer

By STANLEY LICHTENSTEIN
Staff Writer

Long ago, the Crescent Tool Co. chose the high road to success, making its sales pitch on the basis of quality, not price. Today, it is an internationally recognized maker of mechanics' hand tools, recently presented (March 9) with the President's "E" for excellence in exporting award.

Qualities

In its operations as a business enterprise, Crescent has regularly shown the same strength, resilience, and adaptability as the tools it manufactures for mechanics and tinkerers from Oshkosh to Okinawa and from Podunk to Managua. A case in point is the company's experience in the United Kingdom during recent decades. A 20-year (1940-60) ban on importation of American tools did not force Crescent to abandon permanently its once thriving English market. As soon as the post-World War II restrictions were removed, the New York State firm renewed its sales efforts through correspondence and personal overseas visits to all old accounts. Sparking the sales push was a London-based representative appointed by Crescent to make the rounds in England, Scotland and Ireland.

The American company refused to be stopped in its tracks even when faced with formidable competition from British firms which had begun to make adjustable wrenches during the period of foreign exclusion. Crescent came back with its new Crestolock wrench, featuring a positive locking device. This unique tool garnered substantial orders from former accounts and also prompted the opening of many new accounts, even though the Crestolock wrench sold at a higher price than any other adjustable wrench on the market. The whole broad line of Crescent hand tools is again being sold in volume to the English trade.

Strides

Similar strides have been made in Australia and New Zealand, in Switzerland and the Scandinavian countries, where the patented Crescent wire grip has broken new ground. This tool was designed for quick adjustment on cables used in the communications and construction fields. Its lightness and strength have had marked appeal in Australia and New Zealand, where government agencies specify this type of grip in their orders. Switzerland, Sweden, Denmark, and Norway—moving rapidly to expand their hydro-electric facilities—have found the new wire grip a valuable ally.

At prices which are commonly double and even triple those commanded by competing hand-tool manufacturers in Japan and Europe, Crescent products are being purchased in increasing quantities in a steadily lengthening list of countries, now totaling more than 60.

One of the most gratifying evidences of Crescent's appeal to buyers everywhere is the fact that the company receives sizable orders from customers in Japan, whose own manufacturers offer adjustable wrenches and pliers at far lower prices to bargain-hunters in the United States.

Crescent has given a name to the basic principle on which it operates—profit-pricing, or the highest quality at a fair price. Whenever the firm designs a new tool, it makes top-quality samples, carefully studies the cost figures, and determines whether the new item can be sold on the competitive market at a fair profit. If calculations show that the answer is no,

Crescent does not market the product.

The guiding genius in the evolution of this policy was Karl Peterson, who founded the firm in the horse-and-buggy era of 1907. Swedish-born and a master mechanic, he had been in his pre-Crescent days an inventor and designer of machines for wood-carving, ballot-counting, snuff-making, and bicycle manufacture, and in several ventures he played an ownership or factory-superintendent's role. A philosophical clash with a partner in a small machine-shop company led Peterson to launch the Crescent Tool Co. His former partner had preferred to sell in volume through mass merchandising at a low price; Peterson believed with equal conviction that in the long pull branded products of the finest quality offered greater security.

With a work force consisting of 20 hand-picked master craftsmen, Peterson's own company began by marketing a combination hatchet, screwdriver and nail puller, along with a tool called the Lightning wrench. Peddlers' sales, averaging a thousand a week, gave the firm the wherewithal it needed for new equipment and research. The firm's 50% increase in sales volume from 1907 to 1909 was based on product improvements and more efficient manufacturing.

At the end of the first decade—1917—overseas trade accounted for less than 1% of Crescent's total sales volume and hardly even hinted at the growth which in another 15 years would multiply the company's overseas volume more than 20 times.

Separate department

Almost from the very beginning, the firm has maintained a separate export department at the Jamestown headquarters, where trained personnel process all orders, invoices, and shipping documents. This has much to do with the fact that Crescent makes and sells more adjustable wrenches abroad—as well as in the United States—than any other American tool concern.

Company export sales figures for 1917-59 show a 22-fold increase in dollar volume, to better than $1 million in 1959. Figures for the last few years are:

1960	$1,225,000
1961	1,367,000
1962	1,439,000

In Crescent's early days, Karl Peterson used to return to the office at night to scan export magazines and overseas newspapers for potential customers to whom he could send his catalogs. With the hiring of an export manager who could devote all his time to overseas markets, the build-up of a systematic, many-sided program began. After World War I the company made agreements with a number of established export firms specializing in sales in the Far East and Latin America—agreements which are still in effect after more than 40 years of satisfactory performance. At first, countries which had their own quality producers of similar items were eliminated from Crescent's list of prospective foreign markets; later, the go-getting firm in many cases re-evaluated the situation and penetrated these markets, too, with new and improved products.

Over the years, Crescent has selected individual sales representatives who deal only in hard goods, or sales organizations having a hardware division. A mutually rewarding practice has been to work with other American tool manufacturers exporting non-competing items, sharing the most effective available sales representative. This gives the cooperating firms a proven representative with a good following in the trade; the salesman acquires representation of leading U.S. tool lines and becomes recognized as a specialist in this field, and the overseas customer saves on landed costs because the salesman is able to obtain shipments from several factories on a combined bill of lading.

Selective distribution

A selective distribution policy is followed by the company in both domestic and overseas sales. Distributors enjoying exclusive representation rights are enabled to accept only the finest accounts in each trading area. With Crescent refraining from adding new distributors and saturating the market, overseas hardware dealers, like their fellow tradesmen in America, concentrate their purchases with the factory that gives them this market protection. Crescent's home office will not add a new overseas wholesaler without first consulting the company's area representative, and by the same token a representative proposing a new wholesaler must give his reasons.

In nearly six decades, credit losses for Crescent have been practically nil because of this selective selling policy. "When one realizes," company spokesmen observe, "that most of the overseas trade is sold on open account and, in some instances, sight draft, the fact that we can hold our credit losses to less than those incurred in our domestic trade speaks very highly of our overseas customers."

Characteristically, Crescent's salesmen have been with the firm for years—in some cases, like their fathers before them. U.S.-based salesmen make frequent trips to England, the Continent, Central and South America, and the Caribbean. Overseas representatives of the company visit Jamestown to become familiar with Crescent's manufacturing processes.

The firm is one of the oldest advertisers in Spanish and English editions of *American Exporter Magazine* and in *Mecanica Popular*, and advertising is also prepared in Portuguese. One of the company's most valued employees in the export department at Jamestown is a stenographer who was born in British Guiana and resided in Venezuela for some years, able to read Portuguese and Spanish.

Facilities and services of the U.S. Commerce Department's Bureau of International Commerce are freely utilized by Crescent. The company—with a fellow New York State firm, the Corning Glass Works—was on hand to exhibit at the first international trade fair in Lagos, Nigeria, in the fall of 1962. To help other American companies benefit from its international experience, Crescent has offered to provide information and assistance to any area manufacturer interested in starting or expanding an export program. Stanford F. Jones, vice-president in charge of sales, notes in particular that "the interest created by advance publicity of the Commerce and State Departments, and your own publicity in the ports to be visited, will give your firm exposure which can never be received by any other method."

Word gets around

Company craftsmen built quality into each product; sales literature, and, only

STRIKING ARRAY: Crescent show catches Arab eyes.

later, salesmen, sang its praises. At first, promotion and advertising were confined to letters, circulars, and sampling, even when foreign markets were being approached. But satisfied customers—a mechanic here, a car owner there—would tell others about the performance of Crescent tools. Convinced wholesalers and dealers put the firm in the lead. In Europe during World War I, French mechanics working at repair centers of the American Expeditionary Forces became acquainted with Crescent tools. After the war, big French industrial firms ordered large quantities of the American company's products for their mechanics, who usually could not afford to buy their own tools. In World War II, this kind of cross-pollenization occurred on a broader scale, spreading Crescent's fame to new areas. The functional simplicity of the company's products appeals especially to foreign mechanics, who generally have to work with a smaller assortment of tools than their American counterparts. The company's original carbon steel models have been outstripped in recent years by its "Crestoloy" tools made of an alloy steel developed to meet U.S. Air Force needs for lighter, stronger tools.

Wars aside, there has been no lack of other historical events in which Crescent tools have played their part. Lindbergh, flying the Atlantic, carried gasoline, sandwiches, water, and a Crescent wrench and pliers. Light, strong Crescent tools went aloft with Captain Stevens in his Explorer II balloon when he set a new world's altitude record. Admiral Byrd took Crescent tools with him on his first voyage to Little America. Sir Hubert Wilkins took them on his submarine expedition to the opposite polar regions.

Starting from the bedrock of superior-quality goods, the "E"-winning firm uses every advanced technique to promote and market products whose listings take up 60 catalog pages. Backing up each tool—returnable by any customer regardless of the reason—is a closely integrated organization for research, development, purchasing, manufacturing, and sales. All of this combined creates a sense of security in overseas dealers as they hand out Crescent-supplied envelope circulars (with space for imprinting the local firm's name) describing the U.S. company's wares, packaged in its familiar yellow and maroon boxes. The same confidence prompts storekeepers in Central and South American cities to allow the painting of the Crescent trademark on store-front roller doors.

Resistencia—strength—is this company's stock in trade, and the world is a willing customer.

Netherlands industrial growth paces economic expansion; foreign trade up

The accelerated rate of Netherlands industrial expansion in the fourth quarter of 1963 brought production for the entire year 3.5% to 4% over 1962.

Accelerating notably during the second half of the year, both domestic consumption and investment increased 5% for the entire year. Together with the 8% increase in wage costs, this has led to an intensification of upward pressures on price levels. Nevertheless, the cost-of-living rose only 2% over 1962.

After a slow start, foreign trade for 1963 rose 9% over 1962. Imports were valued at $5.9 billion, a 12% increase over the previous year, while exports rose by 8% to $4.9 billion. For the first 10 months of 1963, the European Economic Community (EEC) share in overall Dutch imports rose to 52% from 50% in the corresponding period of 1962. While the value of Dutch imports from all sources rose by 10%, those from the EEC countries rose by 14%. Netherlands exports to the EEC countries climbed sharply, by 18% in value, bringing the share of those countries in total Dutch exports to 53% in the first 10 months of 1963 from 49% in the like period of 1962.

U.S. trade share

Trade figures for the January-November period of 1963 show Dutch imports from the U.S. increased 3% to $579 million, while Dutch exports to the U.S. rose 1%, totaling $186 million. The U.S. share of the Dutch market declined to 10.6%, however, from 11.4% in the 1962 period.

Agricultural products, especially corn, coarse grains, animal feeds, and soy beans, led U.S. exports to the Netherlands in 1963. Highest on the list of non-agricultural goods were coal and coke, followed closely by organic chemicals and specialized machinery.

Wage hikes

The drive to raise wage levels dominated the labor scene in the fourth quarter. An October agreement between management and labor provided for: a 10% wage increase to be granted in 2 equal installments January 1 and April 1, 1964; a minimum wage of $27.60 per week for men; a 2-day increase in vacations; and a 10% increase in social insurance benefits. Subsequent negotiations produced many contracts with sharper wage boosts, however. As the year drew to a close it became clear that the 10% increase, considered substantial earlier, was threatening to become only a minimum.

Monetary restrictions

Major fourth quarter financial developments consisted of actions to restrain the inflationary impact of the wage increases. Effective November 1, central and local government investment expenditures were cut 5% for a period of at least 6 months, involving about $55 million.

The Netherlands Bank reinstituted quantitative credit ceilings in October, and raised the discount rate from 3.5% to 4% effective January 8. Moreover, export credit guarantees were also tightened.

U.S. companies invited to trade fair in Uganda

The Uganda International Trade Fair will be held in Kampala Nov. 14-29. U.S. firms are invited to exhibit.

The U.S. Embassy in Kampala reported that the fair should offer U.S. companies an excellent opportunity to introduce their products to Uganda and the East African market.

Office machines show to be held in Milan

The first Office Machines and Equipment Show (SMAU) will be held at the Milan International Samples Fair grounds Sept. 26-Oct. 4.

A total of 140 Italian and foreign firms will participate. The show will be dedicated to the exhibition of all types of office machines and equipment.

Trade, agricultural show set in Northern Rhodesia

U.S. businessmen are invited to exhibit at the 1964 Trade and Agricultural Show in Kitwe, Northern Rhodesia, May 16-18.

The show will be sponsored by the Copperbelt Agricultural Show Society, Ltd., P. O. Box 944, Kitwe.

U.S. Government, business officials study India's foreign private investment outlook

Week-long conference being held in New Delhi at invitation of Indian Investment Center; major problems of potential investors discussed

Officials of the Department of Commerce, and more than a score of U.S. industrialists are conferring with Indian Government and business leaders in New Delhi, April 13-18, in a joint effort to determine how foreign private investment can help India achieve economic growth more quickly.

The Department of Commerce is being represented by Under Secretary Franklin D. Roosevelt, Jr., Assistant Secretary for Domestic & International Business J. N. Behrman, and Donald C. Ide, Chief of the Southern Asia Section of the Department's Bureau of International Commerce.

The invitation to the U.S. group came from the Indian Investment Center, a semi-official non-profit service organization established in 1961 to assist foreign corporations in investing in India. Sponsor for the American group is a private organization, the Business Council for International Understanding (BCIU), a non-profit council of 36 major companies with international interests.

Conference agenda

The agenda for the Conference provides forums for the discussion of some of the major problems faced by a potential investor. Indian Government representatives taking part will come from the Ministries of Finance; Industry; Steel, Mines and Heavy Engineering; Petroleum and Chemicals; and International Trade, as well as from India's Planning Commission.

It is expected the discussions will provide a clearer knowledge of the intent of India concerning foreign private investment in future years; a clearer appreciation by that Government of steps which could be taken to facilitate the flow of private investment, and an opportunity to examine more closely some specific investment proposals.

Among the companies participating in the conference are: Abbey-Etna Machine Co.; Allied Chemicals Corp.; American Cement Corp.; Arwood Corp.; Bechtel Corp.; Beloit Corp.; Brown and Sharpe Mfg. Co.; Deere and Co.; Dow Chemical Co.; Farrel Corp.; Ferro Corp.; Firestone Tire and Rubber Co.; Goodrich Gulf Chemical; International General Electric Corp.; International Minerals and Chemicals Corp.; International Telephone and Telegraph Corp.; Kaiser Industries; Koppers Co.; Mack Trucks Worldwide, Ltd.; Mobil Chemical Co.; National Forge Co.; Esso Standard Eastern; Union Carbide; Van Camp Seafoods; Westinghouse International; and Wyman-Gordon.

Eximbank authorizes credit to Spanish firm

The Export-Import Bank has authorized a $3.6 million credit in favor of Hidroelectrica Moncabril, S. A., of Madrid, Spain.

Proceeds of the credit will be used to purchase a boiler plant and related equipment in the U.S. The coal-fired boiler and other machinery will be installed at Moncabril's 63 mw. Narcea thermal plant located near Tineo in northwestern Spain, and will have a rated capacity of 518,000 lb. of steam per hr.

U.S. supplier of the boiler plant is the Foster-Wheeler Corp. of New York. The loan is to be repaid over a period of seven years beginning in 1966.

U.S., Bolivia sign Food for Peace pact

The U.S. and Bolivia have signed a Food for Peace agreement under the Alliance for Progress to finance sale of $8,170,000 worth of U.S. wheat or flour and cotton. The value includes certain ocean transportation costs.

The agreement, negotiated under Title 1, Public Law 480, will supply commodities to help Bolivia meet food and fiber needs. Payment will be in Bolivian currency (pesos).

Commodity composition of the agreement is wheat, wheat flour (approx. 3.9 million bushels), $6.35 million; cotton (approx. 6,000 bales), $.80 million; and ocean transportation (estimated), $1.02 million.

The agreement provides that 20% of Bolivian pesos received in payment will be set aside for U.S. uses; 70% will be made available for loans to finance economic development projects in Bolivia, and the remaining 10% will be made available for loans to U.S. and Bolivian private enterprise.

Sales will be by private U.S. firms. Purchase authorizations will be announced later.

AID team to study Taiwan paper mills

U.S. advisers will suggest means of modernizing and expanding the paper and pulp industry of Taiwan as part of the Agency for International Development's effort to make that country more self-sufficient economically.

A team of senior U.S. business executives has completed a preliminary report of the industry under an AID contract and is now preparing to return to Taiwan for more detailed study. The survey, known as phase two in the over-all program, will analyze the domestic supply and demand and the export potential of the industry. This phase will take two months. Three experts will travel to Taiwan to make the survey.

The preliminary survey which took place last fall noted that there are 72 paper and pulp mills on the island today. Nearly every kind of fibre that will make paper is now being used by these mills. These raw materials include rice straw, bagasse, bamboo, flax, coniferous wood and hardwoods and even banana stalks.

The authors of the preliminary report, Arthur G. Wakeman of Neenah, Wis. and John Stevens of Menasha, Wis. will be joined by L. Keville Larson of Douglaston, L.I. N.Y., retired vice-president of the Weyerhaeuser Co. for phase two of the survey. Wakeman, formerly vice-president of the Kimberly-Clark Corp. and chairman of the board of the Coosa River Newsprint Co., will serve as team leader. Stevens, was president and chairman of the board of the Marathon Corp., and vice-president of American Can Co.

Iron, steel duties raised in Germany

Germany has raised its iron and steel duties following the decision of the High Authority of the Coal and Steel Community to increase tariffs on specified products to the Italian level.

The tariff numbers affected and the new ad valorem duty rates applicable to non-member nations (with previous rates in parentheses) are:

73.01: pig iron, cast iron 5% (3%), and spiegeleisen 7% (3%); 73.02-A: carburized ferro-manganese 6% (2%); 73.06: puddled bars and pilings, ingots, blocks, lumps, and similar forms 7% (3%); 73.07: rolled blooms, billets, slabs and sheet bars 8% (4%); 73.08: coils for re-rolling less than 1.50 meters wide 7% (5%), 1.50 meters or more wide 9% (5%); 73.09: universal plates 9% (5%); 73.10A: wire rod, solid bars, hollow mining drill steel simply hot-rolled or extruded 8-10% (5-6%); 73.10D: wire rod simply clad, hot-rolled or extruded 10% (6%); 73.11: angles, shapes and sections simply hot-rolled or extruded, clad or surface-worked, and sheet piling 9% (5-6%); 73.12: hoop and strip hot-rolled or cold-rolled 10% (8%), tinplated 10% (6%), plated 12% (8%); 73.13: sheets and plates hot-rolled or cold-rolled 9-10% (5-6%);

73.15A high carbon steel: ingots, blooms, billets, slabs and sheet bars other than forged 7% (3-4%); coils for re-rolling, universal plates, bars, rods, angles, shapes and sections simply hot-rolled or extruded or simply clad, and hoop and strip simply hot-rolled or simply clad hot-rolled 10% (6%); sheets and plates 10% (6-9.2%);

73.15B alloy steel: ingots, blooms, billets, slabs and sheet bars other than forged 5-6% (3-4%); coils for re-rolling, universal plates, bars, rods, angles, shapes and sections simply hot-rolled or extruded, clad or surface worked, hoop and strip simply hot-rolled or simply clad hot-rolled 8% (6%); sheets and plates 8% (6%); 73.16: railway construction material 10-11% (6-7%).

Luxembourg sets formula for mark-up products

An anti-inflationary measure, designed to ease the pressure on retail prices, limits the permissible mark-up on products imported into Luxembourg.

The new regulation establishes the following formula for determining the retail price in Luxembourg for imported goods:

The retail price of the product in the country of origin, increased by paid tariffs and fees; paid import and turnover taxes; costs of transport and insurance; and an import margin of 5%.

Products from all countries will be affected by the regulation. Since the vast majority of Luxembourg's consumer goods either originate in or pass through Belgium and the Netherlands, the main effect of the decree will be felt by agents in these countries. Reduction of retail prices by restricting mark-ups charged by absentee agents is expected to benefit sales of American consumer goods since they have generally been subject to the highest mark-ups.

Jordan raises duties on alcoholic beverages' imports

In order to raise more revenue, the Government of Jordan has increased customs duties on imported alcoholic beverages as well as the excise tax on domestically-produced alcoholic beverages by about 25%.

The imported items and new rates of customs duty (with previous rates shown in parentheses) are as follows:

Beer, in bottles less than ½ liter, $0.30 each ($0.24); beer, in bottles between ½ and 1 liter, $0.39 each ($0.31); beer, in containers larger than 1 liter, $0.46 each ($0.36); most wines $1.15 per liter ($0.92); sparkling wines $2.45 per liter ($1.96); vermouth $2.10 per liter ($1.68); other fermented drinks $0.63 per liter ($0.50); arak $2.10 per liter ($1.68); and other distilled liquors, spirituous beverages, preparations and compounds $3.50 per liter ($2.80).

Austria subjects commodities to anti-dumping regulations

The Austrian Cabinet has approved two government ordinances providing for the application of anti-dumping action against woolen fabrics, and low-priced imports of printed cotton fabrics.

The two ordinances will remain in force until September 30.

Austrian imports in 1962 of woolen fabrics equalled $15.5 million; imports of this commodity from the U.S. were negligible. During this same period, Austria imported $4 million of printed cotton fabrics. Imports from the U.S. (valued at $37,000) were priced slightly higher than those originating in other countries.

Ghana revokes licenses

Ghana has revoked all open general import and export licenses and all specific import licenses issued for 1964. Licenses for flour, sugar, milk, and rice imports, however, have not been revoked and will continue to be issued under the appropriate procedures.

Controls relaxed by South Africa

The South African Minister of Economic Affairs has announced a further relaxation of import controls for 1964 affecting both the A Group (more essential goods) and the B Group (general merchandise) of consumer goods, and giving further concessions to new firms.

Import permits will be issued freely for items on the Group A goods list, except for cutlery, crockery, domestic sewing machines, and pianos, which will be issued permits to bring the 1964 allotment for these goods up to 10% more than the 1963 level.

With regard to Group B goods, the Minister has authorized increased permits to bring the 1964 level, to date, to 10% more than the 1963 total allocations.

Furthermore, the amount of initial import permits for new wholesale and retail business undertakings will be doubled to allow permit issues of $8,400 for new retail business, and $14,000 for new wholesale businesses. The Minister also stated that the Director of Imports and Exports will continue to examine, sympathetically, all applications for bona fide industrialists who feel they should be allowed to hold more than six months stock.

Venezuela requires invoices for specified imports

Venezuelan decree 1160 has established special import regulations for controlled imports eligible for subsidy payments from the Venezuelan Government.

In addition to regular shipping documentation, the original of the commercial invoice, prepared as indicated below, is now required. The invoice must contain a written declaration by the exporter that the invoiced prices of the merchandise are the normal prices charged for such shipments to the Venezuelan market, as of the date of embarkation. The invoice must be notarized by a Notary Public or certified by a recognized chamber of commerce and submitted along with other shipping documents to the Venezuelan Consulate for legislation. (See INTERNATIONAL COMMERCE, Feb. 21, p. 21.)

Trade Mission's visit to Venezuela reveals wide-ranged industrial investment potential

Opportunities representing final Mission report include manufacture of oil drums, pharmaceuticals, furniture in several locations

Potential investors in Venezuela will find listed below broad coverage of industrial investment opportunities representing the final report of the U.S. Industrial Expansion Mission to Venezuela. These opportunities range from the manufacture of oil drums to pharmaceuticals, from disinfectants to television sets and from starch to kitchen furniture.

Firms wishing to follow up on one or more of these joint venture or licensing opportunities should show the appropriate interview report number in any correspondence concerning a particular opportunity, either with the local firm or with the Department of Commerce. This number, preceded in each instance by the letters "IR", is listed in parentheses after the address of the local firm.

2011 Meat Packing, Canning
2033 Canned Vegetables, Fruit

Firm of packers in Caracas interested in joint venture to provide additional working capital; permit more efficient plant operations. Four plants involved, two rented on 8 and 12 year leases from Venezuelan government. Killing capacity at these plants is 100 cattle, 120 hogs per hr. Another killing plant is privately-owned as is modern canning facility. Canning plant claims to be profitable operation, processing over 30 different kinds of fruits, meats, vegetables, juices. Potential also exists for sausage manufacturing operation. Company anxious to break present practice of custom killing but claims underfinancing is impediment. A 50% interest in firm would require investment of approx. $1.8 million. Further information regarding this opportunity can be obtained by writing Pablo Henning, Director, TAF Productora de Enlatados C.A., Avenida Abraham Lincoln, Edificio Union of N° 32, Caracas. (IR 202).

2013 Canning

Maracaibo manufacturer of spaghetti, macaroni, similar products is looking for joint venture with U.S. firm experienced in canning, packaging, marketing to expand line through development of canning operation. Expansion contemplated would include canned meat balls, ravioli. It is reported that firm would be able to finance increased inventory, accounts receivable if U.S. partner's contribution to venture bought new production equipment, supplied necessary technical assistance. Firm claims a net worth of approx. $330,000. For additional details write to: Pastas Alimenticias S.A. "Anita" (Pastas Anita) Calle 89 B N° 10-189, Maracaibo. (IR 71).

2032 Dietetic, Baby Foods

Manufacturer of food products interested in joint venture to produce diabetic, dietetic food products, baby foods. Firm would consider organizing separate company if necessary, using $110,000 of its money to match U.S. capital.

For additional information write: Difraca C.A., Edif. Rojas Bravo, Urb. Michelena, Valencia. (IR 110.)

2033 Food Processing

German-born citizen of Colombia residing in Venezuela, with capital, 10 acre industrial tract with all utilities, wishes to enter into joint venture with U.S. food processing firm to establish business in that field. Requires only technical assistance, processes. Eugenio Gebauer, Apartado 953, Caracas. (IR 170).

2037 Frozen Juice

Company engaged in packing oranges proposes joint venture with U.S. firm for concentration, freezing of orange juice in Venezuela. Extraction of oil from orange peelings, manufacture of fruit jellies, concentration of juices of other fruits are possibilities for expansion.

Company, which owns land valued at around $100,000 as well as $55,000 plant (against which is present balance—$28,000—of original $99,000 loan extended by Venezuelan Development Corp.) would accept reconditioned used machinery, as U.S. participant's contribution to joint venture.

For further information, write: Salvador Castellanos, Director, Empaquetadora de Naranjas San Diego, Estancia San Onofre, San Diego, Valencia. (IR 127).

2041 Flour

Firm in Valencia proposes to establish mill for production of flour from vegetables, fruits as well as manufacture of cereals; interested in joint venture with up to 50% participation. Inquiries should be addressed to Productos Agricolas Industrializados Venezolanos, C.A., Apartado 546, Valencia. (IR 126).

2046 Edible, Industrial Starches

Caracas starch manufacturer interested in joint venture with U.S. firm to retire short-term loans, provide working capital. Total investment required is around $100,000, with technical assistance also needed. Interested potential investors should write: Distribuidora Americana S.A., Apartado Nueva Granada: 7640, Caracas. (IR 166).

2052 Crackers, Cookies

Established Maracaibo manufacturer of candy, cookies and crackers seeks to expand cracker, cookie production through licensing arrangement or joint venture with well-known U.S. firm. If licensing or joint venture arrangement permitting production of American-branded products in Venezuela cannot be arranged, firm willing to contract for required technical assistance in production. Neither equipment nor outside capital is needed. Firm had 1963 sales of around $1.7 million, operates 80 trucks, sells to 64 distributors. For further information write: Ramon Muchacho Armas, La Suiza de Maracaibo, C.A., N° 58-A—127 Av. 4 (Apartado 289) Maracaibo. (IR 66).

2299 Textiles

Established textile manufacturing firm proposes joint venture with U.S. firm with view to modernizing plant, expanding production. Firm, which employs some 400 workers, does annual volume of business exceeding the equivalent of $1 million, now has 180 textile machines (80 French-made) installed in factory, plans to purchase 60 additional ones. Firm offers 40% interest in company for approx. $450,000 which it would re-invest in company. For further information, write: Jose Luis Navarrete V., Executive Mgr., Manufacturas Karam C.A., Apartado N° 12, Valencia. (IR 119).

2514 Chrome Furniture

Small metal-furniture maker employing 12 workers proposes joint venture with U.S. firm for manufacture of chrome furniture, mainly kitchen, dinette furniture. Requires designs, technical assistance. Current market estimated at equivalent of $450,000 a year with growth potential foreseen. At present time, only one firm in area manufactures chrome furniture.

For further information, write: Nestor De Fex, La Competidora-Fabrica de Aluminio, De Fex & Cia., Ave. Maitin N° 96-54, Valencia. (IR 136).

2834 Pharmaceuticals

Well-established pharmaceutical firm in Valencia seeks approximate 50-50 joint venture with U.S. pharmaceutical company. Venezuelan firm has 71 employees, complete distribution of full line of pharmaceuticals, is capable of compounding drugs locally. It handles injections, sprays, serums, antibiotics, vitamins. Senior company official prepared to visit U.S. if negotiations with potential investor appear promising. Write: Laboratorios "Rojas Bravo S.A.", Edificio Rojas Bravo, Urb. Michelena, Valencia. (IR 106).

Firm engaged since 1950 in manufacture of fairly wide range of pharmaceutical products wishes to enter into licensing arrangements with U.S. firms for manufacture of veterinary products; insecticides; mineral, vegetable, or animal base chemicals; cosmetics; alimentary specialties. Write: Dr. Jaime Isern, Mgr., Laboratorios Ergos, Apartado 4120 del Este, Caracas. (IR 187).

2842 Disinfectants
2992 Lubricants

Manufacturer of lubricants, disinfectants seeks joint venture and/or licensing arrange-

ment with U.S. firm to produce additional products in the field of lubricants, disinfectants, fungicides, pesticides, household products. Interested firms should write: C. A. Nacional De Grasas Lubricantes, Carretera Los Guayos, Valencia. (IR 105).

2842 Insect Repellents
2952 Roofing Materials

Maracaibo firm experienced in importation, distribution of U.S. roofing materials, insect repellent coatings interested in manufacturing these products under license. Joint venture acceptable, although local financing of project can be arranged. Further information is available by writing: Commercial Distribuidora, C.A., Avenida 5 de Julio, No. 3G-65, Maracaibo. (IR 97).

2844 Cosmetics

Local businessman in cosmetics line interested in undertaking manufacture of cosmetics, related products either under license of U.S. producer or on joint venture basis. For further information, write: Charles H. Winkel, Avenida Branger, Apartado 645, Valencia. (IR 131).

3443 Boilers

Joint venture for manufacture of tube-type waterboilers in 5 to 50 hp. range proposed by local boiler-maker who has patented completely-automatic boiler ("Venevapor"). In addition to 3,000 sq. meter factory building, local manufacturer, who started business in 1945 as contractor, would invest land valued at nearly $70,000 as well as his patent in venture.

U.S. participant would be expected to invest equivalent of around $45,000 with which required machinery, equipment would be purchased. Current volume of business reportedly exceeds the equivalent of $200,000 a year. For further information, write: Carmelo Federici, Industrial Federici C.A., Calle Santana-Boleita, Caracas. (IR 189).

3461 Metal Pails

License to manufacture metal pails (5 gal. capacity) for packaging paint, grease sought by sheet metal fabricating firm in Venezuela. Current demand estimated at 100,000 five-gal. pails a year. For further information, write: Miguel Ferstadt, Metalurgica Emiliana C.A., Apartado 4353 Chacao, Caracas. (IR 173).

3564 Ventilation Equipment

Well-established Caracas machine shop seeks joint venture with U.S. firm to manufacture industrial ventilation equipment. Firm claims it has manufactured large variety of products including steel tanks, door-frames, piping, ductwork systems up to complete steel framework for buildings. It solicits manufacture under license of any products similar to these. For additional information interested firms should write: Talieres Galpor C.A., Este 10, N° 87 (Sucre a Bermudez), Caracas. (IR 204).

3585 Air Conditioning

Group of importers interested in forming new company as joint venture with U.S. firm to manufacture window air conditioners. Group would furnish land, building; would require capital, technical assistance from U.S. firm. Initially, plant would be used only as assembly operation with most components coming from U.S. firm. For additional information write: Mayer Abbo, Apartado N° 9, Maracaibo. (IR 176).

3585 Refrigerators, Ranges, Air Conditioners

Firm manufacturing refrigeration systems under license wants to enter into joint venture with U.S. firm to manufacture domestic refrigerators, ranges, domestic and commercial air conditioning units. Firm is part of substantial industrial group which controls 10 companies in various fields. Its plant, which occupies 50,000 sq. ft., is located on 660,000 sq. ft. lot in industrial zone affording room for expansion. For further information, write: Francisco L. Ezquerra, Venezolana de Refrigeration C.A., Apartado 12, Valencia. (IR 158).

3630 Electric Household Appliances
3650 Radio, Television Sets

Firm in Maracay seeks joint venture or licensing arrangement to manufacture TV sets, radios, electric household appliances. Initial operations would be based on assembly of parts furnished by U.S. partner, with gradual introduction of parts manufactured in Venezuela. Firm reported to have substantial capital available, interested primarily in negotiating with experienced U.S. manufacturer of above products, able to contribute technical assistance. For further details write: Commercial "SAMY", Avenida Miranda No. 1. Edificio Banco Italo-Venezolano. Maracay. (IR 160).

3693 Carbon Arcs

Joint venture sought by small manufacturer of plastics, commercial lamps to produce carbon arcs for movie projectors. Firm estimates demand at 400,000 carbons monthly. Required participation by a U.S. investor would be 50% or approx. $60,000. Interested firms should write: Corporacion Electronica Zuliana, Calle 67 No. 9B-89, Maracaibo. (IR 72).

5091 Tubing

Manufacture of 3" pipe fittings and operator of only galvanizing plant in Venezuela, proposes joint venture with U.S. company to manufacture in Venezuela galvanized tubing, fittings for water supply-lines from 4" to 8" in dia. In addition to $50,000 capital investment for required machinery, equipment, technical know-how welcome. Write: Luis Ruiz-Aguirre, Tuberias Carabobo, C. A. Valencia, Manrique 98-21, Valencia. (IR 155).

Argentine firm seeks licensing arrangement

An Argentine manufacturer of lithographic process paper products would like to negotiate a licensing arrangement with an experienced U.S. firm to manufacture greeting cards, gift wrapping paper, wallpaper, playing cards and other special purpose papers produced by the lithographic process. Interested firms should write for further information to C. Della Penna, S.A., Parana 464, Buenos Aires, Argentina.

Taiwan's mineral wool has investment potential

The manufacture in Taiwan of mineral wool insulating material, such as glass wool, rock wool and slag wool, is a venture which appears to warrant consideration of U.S. manufacturers interested in investing abroad.

Although raw materials such as silica, alumina, and magnesium oxide, are available locally, no thermal insulating material is made at the present time.

Further information on the potential of this industry may be obtained by writing to Mr. M. T. Wu, Director, Industrial Development and Investment Center, 58 Chungshan North Rd., Section 2, Taipei, Taiwan.

AUTOMATIC MACHINERY LICENSE

Manufacturer of nailing, stapling, stitching machines for production of boxes, crates, pallets, cable drums is interested in manufacturing under license automatic machinery for the production of nailed or stapled wood boxes, stapled or glued cardboard containers, or welded plastic containers. Also interested in accessory equipment such as cutting, stamping, punching. Bohm & Krause, 16-20 Osenbrueckstrasse, Bremen, W. Germany.

TOYS, GAMES SOUGHT

Toy manufacturer and lithographic printer is interested in license to produce U.S. toys. It now manufactures boxed games, novelties, beach and outdoor games, educational and handicraft toys, and nursery furniture in plastic, wood, metal, and cardboard.

Write to A. A. Gaffney and Sons, Ltd., Foxton Rd., South Stifford, Grays, Essex, England.

NEW COLOMBIA BRANCH

The American Foreign Insurance Association has opened a new office in Cúcuta, Colombia. Located on the Colombian-Venezuelan border, Cúcuta is the capital of the Norte de Santander Department and a center of international commerce. The area's oil fields provide the main source of livelihood for Cúcuta's 140,000 inhabitants.

MACHINERY MANUFACTURING

License sought for the manufacture of core making, processing machinery. Engineering Products, (Pty.), Ltd., P.O. box 2356, Johannesburg, South Africa.

Australian manufacturers seek licenses, ventures for production of U.S. equipment

U.S. Machinery and Equipment Mission finds Australians interested in plastic, metal products, electrical appliances, communications gear

The U.S. Machinery and Equipment Mission to Australia and New Zealand found 23 opportunities for U.S. manufacturers to tie up with down under businessmen either through licensing or joint venture arrangements.

Australian interests include plastic products, fabricated metal products, industrial machinery and equipment, electrical controls and appliances, communication equipment, and varied products for consumer and industrial users.

Several opportunities follow. Additional ones will be published at a later date.

162 Construction

Contracting civil engineering firm seeks joint venture with U.S. firm to obtain know-how for construction projects in New Zealand. Fitzpatrick Industries, 12 Kitchener Parade, Bankstown.

251 Office furniture

Furniture equipment manufacturer seeks license to produce office desks, chairs. Functional Products, 233-247 Princes Highway, St. Peters, N.S.W.

285 Paints

Manufacturer of paints seeks license or joint venture for production of specialty paints, other surface-treating products. International Majorca Paints, Pty., Ltd., Phillip St., Concord, Sydney.

307 Plastics

Manufacture of hardware, plastic products seeks license to make specialty plastic housewares. R. J. Rew and Co., 118 Wakefield St., Wellington.

Laminater seeks license from U.S. producer of embossing foil, fusing laminating system for consumer products. Korbund Industries, Pty., Ltd., Lorraine St., Peakhurst.

Manufacturer of industrial gloves wants to produce PVC gloves under license. Garfield Glove, Pty., Ltd., 208 Pitt St., Merrylands.

342 Aluminum ladders

Aluminum ladder manufacturer seeks license to make line of U.S. aluminum ladders. Harper Davidson Industries, Ltd., Antione St., Rydalmere, N.S.W.

344 Structural steel products

Manufacturer of construction equipment, such as cranes, interested in joint venture to produce structural steel equipment. A. & A. Constructions, Pty., Ltd., 24-32 Belmore Rd., Punchbowl.

Fabricator of heavy steel engineering equipment seeks license to manufacture large engineering equipment for industrial and public works applications. Bernard-Smith & Co., 15 Maddox St., Alexandria.

349 Refrigeration containers

Manufacturer of containers for refrigeration interested in joint venture or licensing arrangements to produce U.S. refrigerating containers for use in the transportation industry. Uniflow Air Conditioning Co., 10 Ricketty St., Mascot.

353 Construction equipment

Manufacturer of overhead, under-ground conveyor equipment for use in mines, seeks license to make specialty conveyor equipment. Elrington Engineering Co., Lake Rd., Kearsley 3N., N.S.W.

Building products manufacturer wants license to make new types of construction equipment, particularly large specialty equipment. G. K. N. Lysaght, 410 Mitchell Rd., Alexandria.

355 Shot-blasting equipment

Machine tools manufacturer seeks license to produce shot-blasting equipment. Modern Tools, Pty., Ltd., 414 Botany Rd., Alexandria.

358 Soft drink dispensers

Manufacturer of various electrical machinery, equipment seeks license to make post mix soft drink dispenser. Ainsworth Consolidated Industries, 108 Dunning Ave., Roseberry, N.S.W.

362 Controls

Manufacturer of valves, electronic controls seeks license to produce line of U.S. electronic valves, controls. Chatleff Sales P/L, 2 Norfolk Rd., Greenacre.

Television manufacturer wants license to produce industrial controls, instruments, special valves. E. M. I., (Aust), Ltd., 301 Castlereagh St., Sydney, N.S.W.

363 Household appliances

Radio, TV, appliance manufacturer seeks license to make small U.S. appliances such as toasters, hair dryers, ironers. Pye Industries, Ltd., (Pye Ltd.-U.K.), Carrington Rd., Marrickville, N.S.W.

365 Tape recorders

Small appliance manufacturer seeks license to make tape recorders. Hanimex Pty., Ltd., Old Pittwater Rd., Brookvale, N.S.W.

366 Communication equipment

Manufacturer of electronic instruments wants joint venture for production of communication signal generators, transceivers for aircraft. Jacoby, Mitchell & Co., Pty., Ltd., 469-475 Kent St., Sydney.

Varied products

Manufacturer of automotive parts seeks license for production of geared speed reducers, gear wrench for removing nuts from trucks. Newvale Engineering Co., Pty., Ltd., Clarke St., Crow's Nest.

Licensing arrangement sought for the manufacture of anything allied to paint trade such as glues, abrasives, paint brushes, rollers, water proofing materials. B. G. Plummer & Co., Pty., Ltd., 74-78 Brandling St., Alexandria.

License sought for the manufacture of warm air furnaces, hot water boilers, space heaters, refrigeration equipment for transportation industry, environmental test chambers. Dane Air Conditioning, Pty., Ltd., 210 Silverwater Rd., Lidcombe, N.S.W.

Bowling equipment manufacturer seeks license or joint venture for the production of building materials, electronic equipment, business machines, small computers, small farm vehicles, off-highway vehicles. Blacklock Industries, P.O. box 77, Lane Cove, N.S.W.

REFRACTORY MATERIALS

Manufacturer of all kinds of refractory products such as aluminous and silico-aluminous refractory products and refractory concrete and insulating products seeks license to produce new refractory materials designed to meet special needs for insulating modern heating installations.

Usines Lecomte et Fils, 70-72 Rue Biernaux, Jumet-lez-Charleroi, Belgium.

CHEMICAL FIRM

Manufacturing chemists operating in the pharmaceutical, household products, and toiletries field are interested in a licensing and/or joint venture arrangement for the manufacture of new and improved fine chemicals in the fields of pharmaceuticals, preservatives, dyestuffs. Graesser Salicylates, Ltd., Sandycroft, Chester, England.

MACHINERY PRODUCER

Manufacturer of jute weaving and finishing machinery wants license to produce machinery for forming, filling, closing, and handling of non-rigid containers such as large paper sacks. Write to Associated Industrial Consultants, Ltd., Bilton House, 54 Uxbridge Rd., Ealing, London 5W, England.

COSMETICS MANUFACTURING

Skye Products, (Pty), Ltd., P.O. box 1807, Johannesburg, South Africa, seeks a license for the manufacture of hairdressing cosmetics, especially color shampoos.

Nigeria Dams Authority seeks mechanical plant

The Niger Dams Authority has requested bids on Contract KF 5, bid deadline July 1, for the supply and erection of all or any of the complete Parts 1, 2, 3, and 4 of Specification KF 5 for the Kainji Dam which includes:

Part 1. (a) General service low pressure pipework. Sizes up to 12' including valves, strainers and fittings. (b) Station drainage pumps and discharge piping. Pumps up to 900 G.P.M. 100 ft. head piping to suit. (c) Station dewatering pumps and discharge piping. Total capacity 7200 G.P.M. 100 ft. head. (d) Station domestic water treatment plant, requirements 2000 gals. per 24 hrs. (e) Station oil service pumps, pipework and storage tanks. (f) Station oil purification plant. (g) Station compressed air plant. Total capacity 670 c.f.m. at 100 p.s.i.g.

Part 2. (a) Fixed hydraulic fire protection equipment. Total requirements 2400 G.P.M. at 170 ft. head. (b) Chemical fire protection equipment. CO_2 protection for generators and oil fire hazards.

Part 3. (a) Station ventilation plant and ductwork. Total plant capacity 29000 c.f.m. (b) Administration building air conditioning plant ductwork and pipework. Total fresh air intake 7350 c.f.m. and fresh air cooling equivalent to 100 short tons of ice per day.

Part 4. Lift and associated stairs for dam. Personnel lift, capacity 3000 lbs.

Prequalification requirements have been waived for Contract KF 5. Companies wishing to tender should apply for documents to Messrs. Balfour Beatty & Co. Ltd., Bow Bells House, Bread St., London E.C. 4 or Nedeco, Consultants Office, P.O. Box 1288, Lagos, enclosing the appropriate remittance. Each tenderer will require a minimum of one set of documents costing $70 per set and $14 each for additional sets.

Copies of all correspondence must be sent to the following addresses: The Secretary, Niger Dams Authority, Independence House, P.M.B. 12605, Lagos, Nigeria; Nedeco, Javastraat 48, The Hague, Holland; Balfour Beatty & Co. Ltd., Bow Bells House, Bread St., London, E. C. 4.

UAR announces requirements for drugs, pharmaceuticals

The Supreme Organization for Drugs, 6 Shawarby St., Cairo, Egypt, a government agency under the Ministry of Public Health, has issued a book describing the estimated UAR 1964 requirements for all pharamaceuticals, pharmaceutical chemicals, essential oils and botanicals.

The book contains a total of 140 pages, grouped as follows: assorted pharmaceuticals, both ethical and proprietary; medicinal chemicals; narcotics; vitamins; antibiotics; essential oils and essences; extracts; "infusions" and aromatic waters; liniments and tinctures; and assorted botanicals in all forms. Quantities vary widely, from 5 kg. to 200,000 kg., depending on the category.

Although no bid deadline is stated, U.S. manufacturers may wish to communicate directly with the Supreme Organization for Drugs, forwarding brochures, price lists and other information regarding their products.

A copy of the reference book is available for review only in the Chemical & Rubber Division, BDSA-301, Rm. 4421, Department of Commerce, Washington, D.C. (Telephone: 202-WO 7-3394).

Trade Opportunities

The U.S. Building Supply and Equipment Trade Mission to Germany have completed their work over there and returned to the U.S. The first of the many trade opportunities that they developed are appearing in this issue of *International Commerce*, and others will follow in later issues, as will the mission report. Trade opportunities developed by the U.S. Missions to Australia, and New Zealand are also included in this issue.

Road work bids invited

The Ministry of Public Works has announced that it is inviting bids for paving and road construction of four kilometers of roadway between Media Canoa and Loboguerrero on Buga-Buenaventura Highway.

Bid deadline for submission of bids is April 23. Specifications may be obtained from Direccion del Ministerio, Edificio Murillo Toro, Bogota, Colombia, upon payment of 2,500 pesos (about $250).

Conveyor equipment sought for Indian thermal power station

The Damodar Valley Corporation, Anderson House, Alipore, Calcutta has announced Tender No. PE-SPEC-171, bid deadline May 16, for an ash handling system for the installation of one 144.5 MW steam generating unit at the DVC Durgapur Thermal Power Station (third unit). This is a World Bank loan project on a limited worldwide basis.

Copies of the tender may be obtained from the Damodar Valley Corp. at a non-refundable cost of Rs. 150, plus postage; air mail charges to the United States will be about rupees 43.50.

Copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-323, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Spain needs fork lift trucks

The Ministry of Interior has been authorized $50,000 for the purchase of 20 fork lift trucks. The trucks will be used to transfer mail at railroad stations.

Interested firms should correspond with Direccion General de Correos y Telecomunicacion, Palacio de Comunicaciones, Madrid.

Iran needs filter rods, cork tapes, cellophane

Bids for the following items, invited by the Iranian Tobacco Monopoly, must reach their office at Tehran, Iran, by indicated dates before the close of office hours:

Sixty-seven million blue acetate filter rods, June 9; 28,800 bobbins of cellophane, June 7; 157 million cellulose and cellulose acetate filter rods; 19,000 bobbins of imitation cork tapes, June 10.

Copies of conditions and specifications as well as samples of the rods and cellophane required are available to firms located in the U.S. from: Chemical & Rubber Division, Rm. 4412, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3529).

Tenders invited by NATO for aerial ropeway in Greece

An invitation to tender has been issued by the Greek General Air Staff for the construction of an aerial ropeway estimated to cost about US$280,000.

Bid is open only to U.S. firms, certified eligible to participate in NATO International Competitive Bidding, which have been issued a "secret" security clearance by the U.S. Department of Defense and have successfully performed, either individually or in joint ventures, similar projects with a minimum value of $168,000.

Bidders should declare their interest in writing to the Public Works Directorate, General Air Staff, 9 Lykourgou St., Athens 111, by May 5.

A copy of the "summary of international call for bids for the construction of an aerial ropeway" is available on loan to U.S. firms from BDSA's Trade Opportunities Staff, U.S. Department of Commerce, Rm. 4203, Washington, D.C. 20230.

Firms not already certified desiring certification are invited to submit their resumé and a recent annual report or financial statement to the Staff.

Burma issues tender for radios, recorder tape

Purchase Committee No. 6, People's Stores Corp., Rangoon, has issued tender No. 19-EL (Electrical) (63-64) calling for the supply of various quantities of home entertainment type radios and a quantity of recording tape and spools. Specifically required are 250 5-tube sets, 1000 6-tube sets, and 50 9-tube radio sets, all to operate on 230/240 V., A.C. 50 cycle current.

Requirements for the recording tape are 30,000 reels with 600 feet of tape, as well as 1625 3"-tape spools, 6,000 5"-spools and 13,600 7" spools.

Tenders for separate items as called for in the tender will be accepted. Deadline for submission of this tender is April 23.

Copies of the specifications are available to firms located in the U.S. on a short loan basis from the Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C. 20230, (Telephone: 202-967-4036).

AID procurement news mailed direct; to discontinue in IC

U.S. firms may get weekly lists by completing adjoining form

Starting with the first issue in May, *International Commerce* will discontinue publishing trade opportunities under "Leads for Exporters" that indicate tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. The information, however, will be mailed weekly to any U.S. firm requesting it.

All other information published in this section will be continued. The AID procurement information is still available from all U.S. Department of Commerce field offices, as well as from all Office of Small Business (OSB) field offices, and is also published in the Department of Commerce Business Daily.

U.S. businessmen may have their names placed on the mailing list to receive Small Business Circulars and Small Business Memos automatically, by completing the coupon in the adjoining column.

Subscribers to the mailing list may receive any or all of the following releases, without charge:

1. *SMALL BUSINESS CIRCULARS* containing procurement data concerning specific proposed purchases. Commodities are broken down into 21 groups, enabling firms to select the commodity group(s) of interest to them. Encircle group(s) desired on the form provided. (Only firms desiring information on all commodities—every Circular issued—should encircle number 22.)
2. *SMALL BUSINESS MEMOS* containing trade and general information of value concerning A.I.D. procurement. No bid deadlines are involved. Firms wishing these releases *only* should encircle number 23 on the form. Recipients of Small Business Circulars receive Small Business Memos automatically.

Down the side of the adjoining form are listed the numbers of the commodity group mailing lists which indicate the commodities about which information will be provided. The commodities and A.I.D. codes in each group are summarized. Please fill in this form completely.

To:	From—Name of Company (Please type or print)
DEPARTMENT OF STATE **AGENCY FOR INTERNATIONAL DEVELOPMENT** OFFICE OF SMALL BUSINESS Washington, D. C. 20523	Attention (if desired) Street City State Zip Code
MAILING LIST REQUEST	Authorized Signature

Please fill in above address information completely, including zip code number which can be obtained from your local U.S. Post Office. This will expedite delivery of your Small Business Circulars.

NOTE: Our address plates are limited to 24 spaces on each of 4 lines. Your cooperation in abbreviating where necessary, in order to fit within these limitations, will be appreciated.

Please circle below only the commodity group number covering commodities about which information is desired.

Group No.	Commodities Included	A.I.D. Codes
1	Farm Food & Feed Products; Fats & Oils; Animals for Slaughter; Tobacco	010 thru 160
2	Raw Cotton; Linters; Rags and Waste; Unmanufactured Wool; Animal & Vegetable Fibres; Miscellaneous Inedible Animal & Vegetable Products; Animals for Draft & Breeding; Fibre Products except Fabrics; Hides & Skins	170 thru 211; 400 thru 470
3	Fertilizer; Pesticides; Alcohol; Naval Stores; DDT	215 thru 237
4	Chemicals; Unfinished or Semifinished Plastics; Paints; Soap & Toilet Preparations; Coal Tar Dyestuffs	390 thru 393
5	Pharmaceuticals, Drugs & Medicinal Preparations	370
6	Textiles; Textile Products; Cord, Rope & Twine; Leather & Leather Products; Wearing Apparel	480; 543; 550
7	Lumber & Saw Mill Products; Pulp, Paper & Paper Products; Cork & Cork Products	570; 591; 592; 8904
8	Coal & Related Fuels; Oil & Petroleum Products; Crude Oil	610; 624
9	Non-metallic Minerals & Products; Non-ferrous Ores & Products	640; 650; 690
10	Iron & Steel Mill Products; Misc. Iron & Steel Manufactures; Iron Ore & Concentrates; Ferrous Scrap	651 thru 680
11	Generators & Motors; Electrical Apparatus; Radio & Electronic Equipment except Computers	710; 720
12	Steam Engines, Turbines & Boilers; Internal Combustion Engines	730
13	Construction, Mining & Conveying Equipment; Track-laying Tractors & Wheel Tractors & Parts; Specialized Oil Well-Drilling Equipment	740; 741; 833; 835
14	Machine Tools & Metal Working Machinery and Parts	750; 760
15	Agricultural Equipment, except Tractors	770
16	Industrial Machinery, Office Machines, including Computers and Parts	705; 760; 778 thru 780
17	Motor Vehicles, Engines and Parts; Misc. Vehicles, Parts, Accessories, Trailers and Servicing Equipment, including Military	820; 822
18	Aircraft, Parts, Accessories and Ground Handling Equipment; Railroad Transportation Equipment & Parts; Passenger & Cargo Vessels & Equipment	840; 850; 858
19	Scientific, Photographic and Professional Instruments, Apparatus and Supplies; Manufactured Plastic Products; Printed Matter; Misc. Commodities (not elsewhere classified)	880 thru 890; 899
20	Rubber and Rubber Products	891
21	Small Arms, Ammunition and Parts; Misc. Military-Type Fabricated Equipment	897; 898
22	All Circulars for All Groups	
23	Small Business Memos Only	

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce, The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

See also SPECIAL TRADE LEADS on page 29.

★★ AUSTRALIA—Trade Mission

Importer seeks agencies for raw cotton for spinning, carding. Chemtex Pty. Ltd., 52 Clarence St., Sydney, N.S.W. I.R. 54.

BELGIUM—Edible corn, fresh, wrapped in plastic bags of 3 to 5 cobs. Quality subject to Belgian health officials' control. To be shipped on cargo with Antwerp as first or second port of call. De Lodder-Spaliers (importer, wholesaler), 6 Frere Orbaanlaan, Gent.

195 Small Arms

★★ NEW ZEALAND—Trade Mission

Firm interested in importing a line of sports fire arms—deer rifles, shotguns, pistols. Also sportorized army surplus 303's. Owen Eyre & Co. Ltd., 118 Broadway, Newmarket, Auckland. I.R. 150.

199 Ordnance and Accessories

★★ NEW ZEALAND—Trade Mission

Importer interested in shot guns, rifles of all kinds, starting pistols, ammunition. Brittain Wynyard & Co. Ltd., 76 Parnell Rd., P.O. Box 1438, Auckland. WTD 5/22/64. I.R. 247.

200 Food

★★ AUSTRALIA—Trade Mission

Food processor seeks raw cranberries in barrels, R.S.P. frozen or canned cherries, canned fish. Masterfoods Pty. Ltd., 27 Smith St., Matraville, N.S.W. I.R. 112.

GIBRALTAR—Frozen foods. Serra Brothers, Ltd. (importer, wholesaler, retailer), 28/30 John McKintosh Square, Gibraltar. WTD 1/28/63.

GREECE—Canned fish (tuna, salmon, squid), in 7 to 10 ounce tins; whipping cream from vegetables, in 10 ounce tins; canned soups in 10½ ounce tins or in sachets of 4 portions; confectionery novelties; sunflour oil. Importer-wholesaler-retailer-sales agent requests replies directly from manufacturers. Direct purchase and agency. The Arabhellco Trading Co. Ltd., 33 Makriyanni St., Athens 403. WTD 3/18/64.

SAUDI ARABIA—All types of rice; packed in double bags, various weights. Large firm seeks offers c.i.f. Jidda. Canned fruits and vegetables, canned poultry, dried fruits, packaged foods of all kinds; large dealer seeks offers c.i.f. Jidda; requests replies from packers only. 'Abd Allah Abbar & Ahmad Zainy (importer, wholesaler, retailer), P.O. Box 461, Jidda. WTD 7/16/63.

201 Meat Products

ANTIGUA—Frozen poultry parts. Rupert T. A. Christopher (manufacturers' representative, commission agent), P.O. Box 277, St. John's. W.I. WTD. 3/18/64.

FRANCE—Frozen meats (cuts from beef, and other bovine animals), including, primarily, choice livers (in individual packages of 6.5 lb., to 20 lb. each), other meat products such as: bovine rumina, hearts, brains, kidneys, tongues. Also mutton meat products, preferably brains; good quality. Requests replies from packers, exporters only; in French. J. Arnaud (Etablissements), 4 Rue Jacques-Roudil, Toulouse, Haute-Garonne. WTD 3/18/64.

GREECE—Canned meat, corn beef and/or luncheon meat, in 7-ounce tins, price range low. Importer, wholesaler, retailer and commission agent requests replies from manufacturers or packers. Direct purchase and agency. The Arabhellco Trading Co. Ltd., 33 Makriyanni St., Athens 403. WTD 3/18/64.

SAUDI ARABIA—Frozen or canned chicken and meat products packaged for sale to consumer. Large dealer, seeks offers C.I.F Jidda; requests replies from packers only. 'Abd Allah Abbar & Ahmad Zainy (importer, wholesaler, retailer), P.O. Box 461, Jidda. WTD 7/16/63.

202 Dairy Products

SAUDI ARABIA—All kind of fresh butter, canned or frozen; large dealer seeks offers c.i.f. Jidda. 'Abd Allah Abbar & Ahmad Zainy (importer, wholesaler, retailer), P.O. Box 461, Jidda. WTD 7/16/63.

203 Canning, Preserving Foods

BELGIUM—Dried and canned squids; dried and canned octopus. Ermis S.A. (importer, commission agent), 24 rue Schul, Antwerp. WTD 7/31/62.

ENGLAND—Dried peas, beans. Van Lessen, Richardson & Co. (exporter, importer), Corn Exchange Chambers, Seething Lane, London, E.C.3. WTD 3/10/64.

SAUDI ARABIA—Canned foods, fruits juices all kinds; large firm requests replies from packers. 'Abd Allah Abbar & Ahmad Zainy (importer, wholesaler, retailer), P.O. Box 461, Jidda. WTD 7/16/63.

204 Grain Mill Products

★★AUSTRALIA—Trade Mission

Manufacturer seeks supplier of soya bean meal. Food Oils Pty. Ltd., 203 Thomas St., Sydney, N.S.W. WTD 2/25/64. I.R. 161.

ITALY—Raw materials, ingreditents for animal food industry, mixed, whole meal cakes, flour, gluten feed, animal meal, alfalfa pellets; requests replies in French. Cipra, S.a.s., Via Cusani 10, Milan. WTD 7/18/63.

Feed supplements such as vitamins, antibiotics; milk serums, powdered milk, other ingredients; adjuncts, concentrates for animal fodder. Direct purchase and agency. Nymco, S.p.A. (importer, agent), Lungotevere Arnaldo Da Brescia 9, Rome. WTD 6/14/63.

● **SUDAN**—Best white flour, 200 m.t. Contract No. 3017, bid deadline 12 noon, April 29. Office of Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202-WO 7-4794).

206 Sugar

SAUDI ARABIA—All types of fine sugar packed in double bags; large dealer seeks offers c.i.f. Jidda. 'Abd Allah Abbar & Ahmad Zainy (importer, wholesaler, retailer), P.O. Box 461, Jidda. WTD 7/16/63.

SPECIAL TRADE LEADS

The following special trade leads are published "blind," but any U.S. businessman may obtain the name and address of the overseas firm making the offer by contacting the nearest Department of Commerce Regional Field Office, or by telephoning the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-Worth 7-4675.)

Field office addresses and telephone numbers will be found on this page.

ARGENTINA—Insecticides, fungicides, complete fertilizer mixtures for fruit plantations; agricultural sprayers, dusters. Requests replies from manufacturers only. Direct purchase and agency. TT-151.

MOROCCO—Turn-key plant for drying, grinding, packing paprika. Offers should indicate separate price for each process. TT-152.

NEW ZEALAND—Granulated P.V.C. compound. Agency. TT-153.

NIGERIA—Women's, children's dresses; medium priced. Requests replies from manufacturers, quotations c.i.f. Lagos. Direct purchase and exclusive agency for Federation of Nigeria. TT-154.

NORWAY—Machinery for wrapping meat products, irregular shapes, in heat-sealing film. Requests replies from manufacturers. Direct purchase. Exclusive distributorship for Norway. TT-155.

SOUTH AFRICA—Plant for making ethylene oxide from ethyl alcohol by ethylene chlorhydrin process. TT-156.

Broomcorn, stalkless and seedless. Direct purchase. TT-157.

Stapling machines, other office aids. Requests catalogs, price lists from manufacturers only. Direct purchase. TT-158.

SOUTHERN RHODESIA—Low cost clothing of all kinds. Requests replies from manufacturers. Agency TT-159.

Toilet and beauty preparations. Requests replies from manufacturers. Agency. TT-160.

MOROCCO—Poplin made from cotton; poplin made from cotton and synthetic or artificial fibers; plain and striped, for manufacture of shirts. Quotations Casablanca. S.I.N.A.C. (manufacturer), 244, Blvd. Moulay Youssef, Casablanca.

★★ NEW ZEALAND—Trade Mission

Importer looking for agencies in dress and furnishing fabrics. Cheyne Owen Ltd., 23 Elliott St., Auckland. I.R. 285.

Manufacturer and importer interested in representing U.S. firms, would ultimately like to license manufacture of cotton synthetic piece goods, underwear fabrics, ladies dresses, sheet wear, sports wear, blouses, shirts. Sargood Son & Ewen Ltd., Durham Lane South, P.O. Box 5447, Auckland. WTD 10/29/63. I.R. 171.

221 Broad Woven Fabric Mills, Cotton

★★ AUSTRALIA—Trade Mission

Importer desires exclusive agency for printed ticking cotton from 56 to 78'; will consider buying stock later. Alex McDonald & Sons, 75 Pitt St., Sydney, N.S.W. I.R. 52.

● **BURMA**—Cotton shirting, calendered, white, width 36", various constructions, 18,000,000 yd., tender No. 107/PSC-CT/64, bid deadline April 20; cotton sheeting, calendered, white, widths 54 to 90", count 24/24, thread 66/62, 800,000 yd., tender No. 108/PSC-CT/64, bid deadline April 27; white cotton mull, cotton printed mull and white cotton permanent organdy, width 42 and 44", various constructions, 1,250,000 yd., tender No. 109/PSC/CT-64, bid deadline April 23. People's Stores Corp., Textiles (Cotton/Other Than Cotton) Division, 19/43 Maung Taulay Street, Rangoon.★ (Telephone: 202-WO 7-5220).

■ **MOROCCO**—Blue denim, 13¾ remnants, in pieces of 10 yd. up, 90,000 lb., width approx. 0.91 yd., weight per yd., 0.88 lb. Prices c&f Casablanca, fob U.S. port. Delivery soon as possible, partial shipments preferred. Only airmailed offers accompanied by samples acceptable. Quotation date April 30. Procurement will be undertaken by: Kartaoui El Ghazouani, Bin El Moudoune, Rue 29 Magasin 6, Casablanca; Driss Ben Azzous, Bin El Moudoune, Rue 29 Magasin 6, Casablanca; Toufik Mohamed, B.P. 4523, Casablanca. Loan No. 608-K-018. U.S. source. Copies of quotations should be forwarded to: U.S. AID Mission, c/o American Embassy, Attn: Supply Advisor, Rabat; and to: Ministere du Commerce, Direction du Commerce, Rabat. SBC-177.

★★ NEW ZEALAND—Trade Mission

Importer wants to buy furnishing and upholstery fabrics, furnishing cotton 45" at $.50 to $1.00 per yard; also synthetic rayon and acetate mixtures. R. J. Nesbitt Ltd., P.O. Box 3030, Auckland. I.R. 280.

Importer interested in representing manufacturer of bed-ticking. Johnson & Archer Ltd., P.O. Box 5024, Auckland. I.R. 263.

224 Narrow Fabrics, Other Smallwares Mills

★★ AUSTRALIA—Trade Mission

Importer wants high-fashion synthetic textiles for ladies' dresses. Tallerman & Co., Ltd., 60 York St., Sydney. WTD 2/25/64. I.R. 1.

Wholesaler seeks exclusive agency for cotton, synthetic piecegoods, plain, printed, popular to medium price for men's and women's wear, furnishings. Kreglinger (Aust.) P/L, 10 Loftus St., Sydney. I.R. 151.

U.S. DEPARTMENT OF COMMERCE

FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Room 60, U.S. Post Office and Courthouse. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BIRMINGHAM, ALA., 35203, Title Bldg., 2028 Third Ave., North. Phone: 323-8011.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL., 60606, Room 1302, 226 W. Jackson Blvd. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7500.

DALLAS, TEX., 75201, Room 3-104, Merchandise Mart, 500 South Ervay St. Phone: Riverside 8-5611.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 534-4151.

DETROIT, MICH., 48226, 438 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U. S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800.

PORTLAND, OREG., 97204, 217 Old U. S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 New Federal Bldg., 1520 Market St. Phone: MAin 1-8100.

SALT LAKE CITY, UTAH, 84101, 222 S. W. Temple St. Phone: DAvis 8-2911.

SAN FRANCISCO, CALIF., 94011, Room 419, Customhouse, 555 Battery St. Phone: YUkon 6-3111.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St., Phone: Atlantic 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7098.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-1830.

MEMPHIS, TENN., 38103, 212 Falls Bldg., 22 N. Front St. Phone: JAckson 6-3426.

MIAMI, FLA., 33132, 408 Ainsley Bldg., 14 N. E. First Ave. Phone: FRanklin 7-2581.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 529-2411.

208 Beverage Industries

ANTIGUA—Carbonated beverages. Rupert T. A. Christopher, P.O. Box 277, St. John's, Antigua, W.I. WTD 3/18/64.

209 Food Preparations

ANTIGUA—Fresh fruit and vegetables, potatoes and onions. Rupert T. A. Christopher, P.O. Box 277 St. John's. WTD 3/18/64.

GERMANY—Honey. Direct purchase or exclusive agency. Trias G.m.b.H. (importer, exporter, wholesaler), 29 Buntentorsteinweg, Bremen.

PAKISTAN—Soybean oil, cottonseed oil, inedible tallow, grease, rapeseed. Direct purchase and agency. Malik Traders (importing distributor, commission merchant), 57 Circular Rd., Lahore. WTD 3/13/64.

220 Textile Mill Products

ANTIGUA—Cotton, rayon, nylon, terrylene piece goods. Rupert T. A. Christopher (manufactuers' representative, commission agent), P.O. Box 277, St. John's. W.I. WTD 3/18/64.

CANADA—Cotton duck; canvas; sail cloth, including nylon fabrics. Sam Feldman, Manager, Custom Fabric Cratsmen (manufacturer), 3001A-26th Ave., S.W., Calgary, Alberta.

DOMINICA—Denim, satin, brocade, taffeta, khaki drill, white drill, oil and plastic cloths. George Dib (wholesalers, retailers, commission merchants), P.O. Box 52, Roseau, Dominica, W.I. WTD 3/25/64.

ENGLAND—Cotton and synthetic cloths for manufacture of overalls, pajamas. Agency and direct purchase. Clements & Brown Ltd., (Deane Mfg. Co.) (manufacturers, importers), 10 Church Square, Taunton, Somerset. WTD 3/4/64.

GERMANY—Furniture upholstery fabrics. Robert Wetz (retailer, wholesaler), 33 Langgasse, Wiesbaden. WTD 3/10/64.

MALAGASY—Request for offer of cotton, wool, rayon, spun rayon, synthetic fibers, all types of textiles, in cuts or piece-cuts of 5 yd. and over, usually sold by weight or otherwise. Direct purchase and agency. Requests replies in French. Société Hiridjee—Import-Export, 23 Avenue de la Réunion, Tananarive. WTD 3/17/64.

Manufacturer seeks agency for synthetic and blends for men's shirting, ladies' dresses; ladies' sportswear, street and cocktail dresses, men's sportswear. Hexham Textiles Pty. Ltd., 106 Goulburn St., Sydney. WTD 6/20/61. I.R. 158.

Manufacturer wants agency for medium priced printed cottons for furnishings, 48-54″; nylon pile fabrics. Glen Carr & Partners Pty. Ltd., 92 Arthur St., North Sydney, N.S.W. I.R. 49.

Wholesaler wants cotton corduroys, velveteens, flannelettes, brushed cottons, plain, printed; special children's patterns; crepe-like finish preferred. Not over 4 oz. per sq. yd. Dalgety Trading Co., 16 Foster St., Sydney. WTD 5/18/62. I.R. 165.

Wholesaler desires 36″ cottons, lawns, printed sateens, 45-48″ synthetic and artificial piece goods for dresses from 32 to 70. Also interested in agency for synthetic yarns with stub and loop surface; ramie, flax, viscose yarns. Brown & Dureau Ltd., 428 George St., Sydney. I.R. 166.

Manufacturer desires cottons, synthetics for men's trousers and shorts. Australian Woollen Mills, 271 Cydenham Rd., Marrickville, N.S.W. I.R. 170.

★★ NEW ZEALAND—Trade Mission

Firm interested in obtaining agencies in curtain material, mostly in cotton; ladies' dress material in cotton prints, silks, woven materials; particularly interested in men's shirtings. P.E. Muller & Co., 115 Remuera Rd., Auckland, S.E. 2. I.R. 283.

228 Yarn, Thread Mills, Products

CEYLON—Sewing yarn in counts of 2/24, 2/26, 2/28, 2/30. S. P. K. Kadar Mohideen & Co. Ltd. (manufacturer), 174 Dam St., Colombo. WTD 3/19/64.

229 Textile Goods

★★ AUSTRALIA—Trade Mission

Manufacturer seeks 76″ cloth for roller blinds 20 x 20 yarns, with ½″ woven stripes in red, grey, black. Henderson Shaw Pty. Ltd., Philpot St. & Addison Rd., Marrickville, N.S.W. I.R. 107.

CEYLON—Twine, colored and white. S. P. K. Kader Mohideen & Co., Ltd., (manufacturer), 174 Dam St., Colombo. WTD 3/19/64.

ITALY—Silk waste: laps, slubbings, waste from combing, yarn waste from weaving; preferably not twisted. Lanificio Guido Michelagnoli (manufacturer), 71/75 Via Pomeria, Prato (Florence). WTD 3/17/64.

230 Apparel

See also SPECIAL TRADE LEADS on page 29.

ENGLAND—Casual clothing for men and women, particularly jeans and slacks. Falmer Mfg. Co. Ltd. (manufacturers), Radford Crescent, Billericay, Essex. WTD 8/15/63.

All types of sportswear: ten-pin bowling, golf, for men and women. Agency and direct purchase. B & W Ltd. (importer), B & W House, 48 Lexington St., London, W.1. WTD 3/2/64.

Men's and women's fashion goods, all kinds. F.J. Gertler & Co. Limited (importer, commission merchant, sales agent), 66 Bolsover St., London, W.1. WTD 2/7/64.

231 Men's, Youth's, Boy's Suits, Coats, Overcoats

★★ NEW ZEALAND—Trade Mission

Firm looking for agencies in men's clothing. Cheyne Owen Ltd., 23 Elliott St., Auckland. I.R. 285.

232 Mens', Youths', Boys' Furnishing

DOMINICA—Men's, children's vests. George Dib (wholesalers, retailers, commission agents), P.O. Box 52, Roseau, Dominica, W.I. WTD 3/25/64.

GERMANY—Men's cotton, wash and wear dress shirts, sport shirts, slacks, sport jackets; retailer requests replies from U.S. manufacturers only with price quotations cif European ports. Mode-Vohl, Inh. Kurt & Helga Vohl, 7 and 31 neumarkt, 565 Solingen. WTD 3/6/64.

233 Women's, Misses', Juniors' Outerwear

See also SPECIAL TRADE LEADS on page 29.

GERMANY—Women's wash and wear blouses, skirts and sweaters; retailer requests replies from U.S. manufacturers only with price quotations cif European ports. Mode Vohl, Inh. Kurt & Helga Vohl, 7 and 31 Neumarkt, 565 Solingen. WTD 3/6/64.

★★ NEW ZEALAND—Trade Mission

Businessman who runs yearly fashion promotion wishes to include U.S. cotton or synthetic dresses, this year's show without charge to promote U.S. fabrics. U.S. manufacturer would supply six youthful, campers' type, teenage dresses free. Must be in New Zealand by end of May. Fashion Promotions, P.O. Box 15040, New Lynn, Auckland. WTD 11/26/63. I.R. 269.★

235 Hats, Caps, Millinery

DOMINICA—Hats, women's and children's. George Dib (wholesalers, retailers, commission agents), P.O. Box 52, Roseau, Dominica, W.I. WTD 3/25/64..

236 Girls', Children's, Infants' Outerwear

★★ NEW ZEALAND—Trade Mission

Importer wants to purchase knitted baby wear, sizes up to 2 years of age. F. T. Thorpy, Ltd., 5 Elliott St., Auckland. I.R. 172.

238 Apparel, Accessories

DOMINICA—Belts, women's and men's. George Dib (wholesalers, retailers, commission agents), P.O. Box 52, Roseau, Dominica, W.I. WTD 3/25/64.

239 Fabricated Textile Products

★ AUSTRALIA—Trade Mission

Wholesaler selling to small retailers seeks pillow cases, tea towels, bath towels, table sets. Kennard & Kennard, 84-86 Greek St., Glebe, N.S.W. WTD 3/6/64. I.R. 56.

● **IRAQ**—Canvas tents, accessories, dark olive, waterproof, length 5′4″, width 5′3″, 30 000. Tender No. ORD/44/1964, bid deadline May 13. Terms, specifications obtainable for ID 0.500 ($1.40) per copy postpaid from Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.

JAPAN—Amusement park parachute. Direct purchase and agency. Marubeni-Iida Co., Ltd., (importer, exporter), Tokyo Office, Industrial Machinery Dept., Otemachi Bldg., 4 Otemachi 1-chome, Chiyoda-ku, Tokyo. WTD 8/2/63.

242 Sawmills, Planing Mills

★★ NEW ZEALAND—Trade Mission

Importer wants to buy Western Red Cedar; also looking for veneer source. S. C. Scott & Co., Ltd., P.O. Box 5047, Dunedin. I.R. 210.★

243 Millwork, Veneer, Plywood, and prefabricated Structural Wood Products

★★ GERMANY—Trade Mission

Distributorship for wall, ceiling, flooring materials. Kloeckner Bayernkontor, 7 Sendlinger Tor Platz, Munich. WTD 6/26/63. I.R. 78.

Thin prefinished veneers suitable for use as wall panelling. Impex Handelsgesellschaft, Rembertistrasse 108, 28 Bremen. WTD 3/18/63. I.R. 25.

Wood products including moldings, baseboard casements, doors, windows. Prefabricated houses. Ing. Karlhans Mueller Holzimporte, 8472 Traunricht-Schwartzenfeld. I.R. 45.

Wood products for building industry including softwood plywood. Johann Scharf, Ladestrasse 43, Bremen. WTD 4/25/61. I.R. 8.

Hardwood flush doors machined and sized for German market. Industrie-Agentur Becker & Co., Donandtstr. 4, Bremen. WTD 4/3/63. I.R. 10.

Good quality, clear, softwood lumber. Franz A. Weyrich Jr., Schliessfach 5, Bahnhofstr. 19, Camberg/Taunus. WTD 5/14/62. I.R. 19.

Components for prefabricated houses and prefinished folding wooden doors. Roland Hess KG, 40 Schwabstrasse, Fellbach/Wuertt. WTD 4/16/63. I.R. 61.

Prefabricated house components including wall sections and interior partitions. Eternit AG, Kanalstrasse, Berlin-Rudow. WTD 6/2/58. I.R. 53.

249 Wood Products

GERMANY—Lunch baskets for picnics; importing distributor requests replies from U.S. manufacturers only with price quotations cif Rotterdam. Direct purchase or agency representation; requests replies in German. George Pforr, 272 Volmerswerther Deich, 4 Duesseldorf. WTD 3/3/64.

261 Pulp Mills, Products

GERMANY—Chemical wood pulp; direct purchase and/or agency. Quotations cif European ports. Ekman & Co. GmbH (importer, exporter, manufacturer's agent), 23 Lindemannstrasse, 4 Duesseldorf. WTD 3/12/64.

■ **KOREA**—Semi-bleached sulphate wood pulp; bleached, unbleached sulphite wood pulp, all 90/100 air dry basis, prime grade, 466 l.t. Ref. No. FFO-SAI-4-102. Quotation date April 21. Daehan Paper Mfg. Co., Ltd., 97, 3-Ka Namdaemunro Chungku, Seoul. Cable: DAEHANPAPER, Seoul.

■ Bleached, unbleached, bagasse sulphate kraft wood pulp; bleached, bagasse, sulphite wood pulp, 90/100 air dry basis, prime grade, 190 l.t. or m.t. Ref. No. FFO-SAI-4-104. Bleached soda wood pulp; bleached, bagasse sulphite wood pulp; semi-bleached, unbleached sulphate kraft wood pulp, all 90/100 air dry basis, prime grade, 800 m.t. or l.t. No. FFO-SAI-4-103. Quotation date April 21. Hankuk Special Paper Mfg. Co., Ltd., 27 Soopyodong Chungku, Seoul.

All for PA No. 489-901-456-4202. Limited worldwide (901). C&f or cif Pusan by U.S. flag vessel. Copies of all offers made should be sent air mail to: Bank of Korea, Attn. AID Section, and to: Director, U.S. AID, c/o American Embassy, Seoul. SBC-177.

■ Bleached sulphite wood pulp, softwood, bond grade, bleached sulphite bagasse pulp, all prime grade, 90/100 air dry basis, 180 l.t.

Ref. No. FFO-SAI-4-99. Dongwha Paper Mfg. Co., Ltd., 95 1-Ka Namdaemoonro, Chungku, Seoul.

■ Bleached sulphite wood pulp, soft and hardwood, bond grade, bleached sulphite bagasse pulp, all prime grade, 90/100 air dry basis, 470 l.t. Ref. No. FFO-SAI-4-101. Bleached sulphate Kraft wood pulp, soft, hardwood, bleached sulphate bagasse pulp, all prime grade 90/100 air dry basis, 75 l.t. No. FFO-SAI-4-100. Nam Han Paper Mfg. Co., Ltd., 48-2, 2-Ka Myungdong, Chungku, Seoul. Cable: TISSPAPER.

■ Bleached sulphate bagasse pulp, bond grade bleached sulphate kraft wood pulp, unbleached, sulphate kraft wood pulp, all prime grade 90/100 air dry basis, 60 l.t. No. FFO-SAI-4-98. Dongwa Paper Mfg. Co., Ltd., 95, 1-Ka Namdaemoonro, Chungku, Seoul.

All for PA No. 489-901-456-4202. Limited worldwide (901). C&f for cif Pusan, by U.S. flag vessels. Copies of all offers made to be sent airmail to: Bank of Korea, Attn.: AID Section, and to the Director, USAID, c/o American Embassy, Seoul. Quotation date April 20. SBC-176.

262 Paper Mills

GERMANY—Kraft paper; direct purchase and/or agency. Quotations cif European ports. Ekman & Co. GmbH. (importer, exporter, manufacturer's agent), 23 Lindemannstrasse, 4 Duesseldorf. WTD 3/12/64.

● **IRAN**—Cigarette paper: 24,500 100 per cent chiffon quality, bobbins: 28 mm. x 4000 meters; 59,500, 22 mm. x 4000 meters; 8,500, 25 mm. x 4000 meters; 555, 30 mm. x 4000 meters; 100,000, 25% chiffon quality, 28 mm. x 4000 meters. Bid deadline June 8. Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3003).

263 Paperboard Mills, Products

● **IRAN**—500 tons duplex and triplex cardboard, 1 and 2 sides glazed, width: 452 and 470 mm. Bid deadline June 1. Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3003).

264 Converted Paper, Paperboard Products

AUSTRALIA—Double thickness gummed tape for assembling shipping cartons. Murray Edmiston, Fraser Edmiston Optometrists Pty. Ltd. (wholesaler, retailer). 233 Adelaide St., Brisbane, Queensland. WTD 7/26/63.

● **IRAN**—15,000 000 booklets cigarette paper, 60 sheets per booklet-100% pure chiffon, size 70 x 40 mm. Bid deadline June 3. Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3003).

GERMANY—IBM punch cards, cut to size, unimprinted; approx. 50 tons per month. Preferably c.i.f. German seaport. Otto Behrens (printer), P.O. Box 3032, Alfred Nobel Strasse, Bremen.

265 Paperboard Containers, Boxes

★★ AUSTRALIA—Trade Mission

Wholesaler wants packaging materials for food. A.N.V. Bence Pty. Ltd., 6 Emily St., Rozelle, N.S.W. WTD 3/6/64. I.R. 64-B.

266 Building Paper, Board Mills

GERMANY—Building insulation and maintenance materials, such as roof insulation boards, roofing coatings, weatherproof plastic coatings for spraying and hand painting buildings. Requests replies from manufacturers only, quotations cif Hamburg. Fritz Nebeling & Sohn KG (wholesaler), 10 Peterstrasse, 563 Remscheid. WTD 3/13/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

★★ GERMANY—Trade Mission

Rigid insulation for flat roof decks, suitable for use under built-up roofing. Industrie-Agentur Becker & Co., Donandtstr. 4, Bremen. WTD 4/3/63. I.R. 10.

279 Service Industries for Printing Trade

ITALY—Gravure cylinders already photoengraved for manufacture of plastic, fabric, paper imitation wood panels. Igav, Via Dante 85, Abbiategrasso (Milan). WTD 7/26/63.

281 Industrial Chemicals

★★ AUSTRALIA—Trade Mission

Importer seeks chemical lines to add to existing representations; calcium molybdate for steel alloys and commercial adipic acid. Elliott Beckett & Co., G.P.O. Box 3415, Sydney, N.S.W. I.R. 127.

Manufacturer seeks source of supply of tall oils (Ioticica) for paint. Food Oils Pty. Ltd., 203 Thomas St., Sydney, N.S.W. WTD 2/25/64. I.R. 161.

Manufacturer seeks agencies and/or license for chemicals and specialty chemicals for paint, rubber, plastics industries; wants shipments in 55 gallon drums, bulk quotations. Swift & Co. Pty. Ltd., 149-155 Milton St., Ahsfield, N.S.W. I.R. 96.★

■ **BRAZIL**—Solid sodium nitrite, packed for export shipment, 72.000 lb., sodium sulfite, packed in drums, 880 lb. Inquiry No. 4881-1613-N. Loan No. 512-H-007. U.S. source. Bid deadline April 23. CIA Pernanbucana de Borracha Sintetica (COPERBO), c/o The Lumus Co., 146-246 Haynes Ave., Newark 14, N.J., Attn: Mr. J. C. Brady, Manager of Procurement, where additional information may be obtained. SBC-180.

GERMANY—Additives for surface treatment of metals, e.g., for degreasing, pickling, bonderizing, anodizing, chrome plating, coating. Direct purchase and exclusive agency. Georg M. Langer & Co. (importer, exporter, wholesaler), 6 Bevenser Strasse, P.O. Box 7031, Bremen 17. WTD 3/18/64.

● **IRAQ**—Detergent-inhibitor-type additive or equivalent for use in Premium Motor Oils, 45,050 U.S. gallons; in S-1 Diesel Oils, 16,271 U.S. gallons. To be packaged in new 50-gallon drums. Tender No. 13/64, bid deadline May 2. Government Oil Refineries Administration, Baghdad.★ (Telephone: 202-WO 7-2090.)

■ **KOREA**—Caustic soda, solid 98% up, 150 m.t. Ref. No. FFO-SAI-4-135. Quotation date April 27. Federation of Weavers & Dyers Cooperatives, 80 Sokongdong Chungku. Seoul. Cable: HANSUM. Delivery c&f or cif Pusan. by U.S. flag vessel. PA No. 489-901-456-4202. Limited worldwide (901). Copies of all offers made should be sent air mail to: Bank of Korea, Attn: AID Section, and to: Director, U.S. AID, c/o American Embassy, Seoul. SBC-177.

■ **PAKISTAN**—Titanium dioxide rutile, 6600 lb.; fast yellow paste, 4500 lb.; pigment green B paste, 2280 lb. Quotation date April 25. S/A No. 376551. Andrew & Co. (Pakistan) Ltd., No. 1 West Wharf Rd., Karachi 2. Cable: TRITON, Karachi. To be financed by loan not yet authorized. U.S. source. SBC-172.

■ Vat dyes, various, approx. 26,992 lb. Tender No. S-6/1215/63-64, tender fee, $5.25 each, not refundable. Loan No. 391-H-066. U.S. source. Bid deadline April 29. Government of East Pakistan, Directorate of Supply, EPIDC House, Motijheel, Dacca. Detailed specifications from: Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-177.★

■ Coal tar dyes, Fenanthren, naphthol, fast colors, fenogen, fenaluz, procions, 179 items, various color indexes, 5 to 10 cwts. each, quantities, $8,600. Import license No. 383656. Mohamed Shariff & Bros., Rampart Row, Karachi.

■ Direct, vat, soledons, brenthols, procions, oranges, browns, rubines, red, scarlet, extra long list, color indexes, quantities, approx. $10,800, c&f Karachi. IL No. 386411. Javed Bros., No. 1 New Memon Masjid, 1st fl., Newnham Rd., Karachi 2.

Both to be financed by loan not yet authorized. U.S. source. Quotation date April 24. SBC-173.★

■ D.O.P., 10 tons; adva-stabilizer, ½ ton; flectol-H, 3,000 lb.; agerite SP. RD, white, total 1,600 lb.; altax, 1,000 lb. IL No. 331247. Quotation date April 27. National Tire & Rubber Co., Queens Rd., Karachi 2. Cable: ASSENG, Karachi. SBC-179.

PAKISTAN—Caustic soda, soda ash, bleaching powder. Direct purchase and agency. Malik Traders (importing distributor, commission merchant), 57 Circular Rd., Lahore. WTD 3/13/64.

282 Synthetic Materials

See also SPECIAL TRADE LEADS on page 29.

★★ AUSTRALIA—Trade Mission

Firm seeks gum resin. Prices quoted must be cif. Kreglinger Pty. Ltd., 10 Loftus St., Sydney, N.S.W. I.R. 169.★

Wholesaler wants packaging materials for food. A.N.V. Bence Pty. Ltd., 6 Emily St., Rozelle, N.S.W. WTD 3/6/64. I.R. 64-B.

■ **CHINA**—Polyethylene, low pressure, 50,000 lb.; high pressure, 76 000 lb., Fortiflex brand, or equal. Packed in multi-ply paper bags, 50 lb. net each, cif Keelung, U.S. flag vessel. IL No. BOC-00256. Quotation date April 23. Dah Chung Trading Co., 1 Lane, 78 Chao Chou St., Taipei. Cable: DAHCHUNG, Taipei.

■ Polyethylene MPE200, off grade, low pressure, high density, Monsanto Chemical Co., or equal, 50,000 lb., cif Kaohsiung, in multi-ply paper bags, 50 lb. net ea. IL No. BOC-00258. Quotation date April 23. Pao Tsan Trading Co., Ltd., 35 An Ping Rd., Tainan, Taiwan.

■ Low density polyethylene, natural, Union Carbide DFD-0118. or equal, 50 000 lb.; c&f Kaohsiung, packed in standard export bags of 50 lb. each. IL No. BOC-00255. Quotation date April 22. Pao Key Trading Co., Ltd., 2nd fl., 35 An Ping Rd., Tainan. Taipei.

All for PA No. 484-390-000-253-4203. U.S. source. SBC-177.

■ Polyethylene pellets, natural, virgin A-utility grade, low density, high pressure, 60 000 lb., melt index 4-5, density 0.919, packed in 5/6 ply export paper bags. 50 lb. each. Ref. No. BOC 00259. PA No. 484-390-000-253-4203. U.S. source. Quotation date April 24. Interested suppliers should immediately contact Chiong Hing Hong. 6, Ming Sing Rd., 1st fl., Tainan, Cable: 1234 Tainan. C&f Kaohsiung. SBC-179.

GERMANY—Products made of Teflon and sealing material. Replies from manufacturers only cif European ports. Direct purchase and agency. Pampus Deutsche Gummi- und Asbestgesellschaft, 127 Krefelderstrasse, Duesseldorf/Buederich. WTD 10/31/62.

■ **KOREA**—Synthetic rubber, Ameripol No. 1502, approv. 3 m.t.; Hycar 1042, 2057, approx. 5.2 m.t.; neoprene W, 1 m.t.; Ameripol 1708, 5 m.t. All, or equal. Ref. No. FFO-SAI-4-92. Quotation date April 20; c&f and/or cif Pusan, U.S. flag vessel. PA No. 489-356-3212. Limited worldwide (901). Choil Industrial Co., No. 222, Dangsan-Dong, Yoongdungpoku, Seoul. Quotation date April 20. Copies of offers made should be sent air mail to: Bank of Korea, Attn: AID Section, and to: Director, US AID, c/o American Embassy, Seoul. SBC-176.

■ **MOROCCO**—Synthetic pearl essence, similar to Nacromer X.T.X. in 5 gallon cans, 4,000 lb. To be shipped in woodmen crates, marked "P.P.P. Casablanca," containing 10 cans each. Fob U.S. port. Delivery: 2 shipments of 2,000 lb. each May to June. Quotation date April 27. Pearl Pacific Products, 28-30 Blvd., General Girardot, Casablanca. Cable: PEARL PACIFIC, Casablanca. Loan No. 608-K-018. U.S. source. Copies of all quotations should be forwarded to: U.S. AID Mission, c/o American Embassy, Attn: Supply Advisor, Rabat; and to: Ministere du Commerce, Direction du Commerce, Rabat. SBC-177.

■ **TURKEY**—Synthetic rubber, 1712, 1708; cif Istanbul. literature and samples wanted with offers, $6,500. IL No. 2915. Quotation date May 4. Gislaved Kaucuk Sanayi ve Ticareti TAS, ASir Ef. Cad. Kismet Han Kat 2, Istanbul, where additional information is available. SBC-180.

283 Drugs

GERMANY—Proprietary (non-prescriptive) medicines. Exclusive representation. Roha-Werk Walter Buehner & Co., 119 Rockwinkler Heerstrasse, P.O. Box 3, Bremen-Oberneuland. WTD 3/18/64.

■ **PAKISTAN**—Penicillin G; penicillin procaine; streptopenicillin; multivitamin drops; Becotin-T; long list, various quantities, packing; c&f Karachi. Subject to AID Pharmaceutical Requirements. Quotation date April 22. S/A No. 431205. Hakimsons Ltd., A/56 S.I.T.E., P.O. Box 4789, Karachi 2. To be financed by loan not yet authorized. U.S. source. SBC-172.

■ Acid acetylsalicylic, ascorbic coated, injectable, aneurine hydrochloride, vitamins, 23 items, USP/B.P, packing kilos, grams, various descriptions, quantities. Subject to AID pharmaceutical requirements. IL No. 370458. To be financed by a loan not yet authorized. U.S. source. Quotation date April 24. The Achazoo Laboratories Ltd., Schazoo House, G.T. Rd., Lahore. Cable: SCHAZOO, Lahore. SBC-178.

■ Thiamin hydrochloride, riboflavin, calcium d-pantothenate, ascorbic acid, various vitamins, menthol, solvent ether, 24 items; various quantities, descriptions; subject to AID pharmaceutical requirements. IL No. 379182. Quotation date April 27. Pakistan Vitamin Products, Ltd., D-1, Fish Harbor, West Wharf, Karachi. Cable: HYMAX, Karachi. SBC-179. To be financed by a loan not yet authorized. U.S. source.

SPAIN—Medicines, vitamins, hormones, medicinal chemicals, drugs in general. José Balari Marco (importer, wholesaler), Bailen 95-97, Barcelona 9.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Toilet Preparations

See also SPECIAL TRADE LEADS on page 29.

ANTIGUA, W.I.—Cosmetics, toilet preparations. Rupert T.A. Christopher, P.O. Box 277, St. John's. WTD 3/18/64.

GERMANY—Automobile body cleaning, maintenance articles of all kinds; importing distributor requests replies from U.S. manufacturers only with price quotations cif Rotterdam. Direct purchase or agency representation; requests replies in German. Georg Pforr, 272 Volmerewerther Deich, 4 Duesseldorf. WTD 3/3/64.

★★ GERMANY—Trade Mission

Cleaning agents for use on all types of masonry products. Gustav Adolf Boddenberg, 401 Hilden-Rhld., Suedstrasse 15 A. WTD 10/25/62. I.R. 1.

Agent for removal of mill scale which does not require safety gear. Gustav Adolf Boddenberg, 401 Hilden-Rhld., Suedstrasse 15 A. WTD 10/25/62. I.R. 1.

Distributorship for cleaning agents for stone and brick. Fa. Gebr. Roechling, Hansastr. 27a, Munich. WTD 10/14/59. I.R. 50.

■ **PAKISTAN**—Glycerine refined, chemically pure, packed new coated steel drums with 3 steel bands of 250 kg., net, 30 tons. Suppliers to quote specifications of material offered, not less than U.S.P., latest edition. C&f Chittagong, U.S. flag vessels. Outside case markings to conform to AID specifications. IL No. 274307. Loan No. 391-H-066. U.S. source. Quotation date April 21. Albert David (Pakistan), Ltd., 52 Motijheel Commercial Area, Ramna, Dacca. SBC-179.

VENEZUELA—Medicinal creams, lotions for skin. Direct purchase and exclusive agency. Requests replies in Spanish. Elmor, S.A. (sales agent), Aptdo. 2374, Caracas, Ave. La Facultad, Quinta Corjesu, Los Chaguaramos, Caracas. WTD 3/5/64.

285 Paints, Varnishes, Lacquers, Enamels

● **BURMA**—Cold caulking compound, 10,500 lb., for joints in spigot and socket pipes. Tender No. 25/05/63-64, bid deadline April 24. People's Stores Corp., Foreign Office, Prome Road, Rangoon.★ (Telephone: 202-WO 7-3512).

GERMANY—Plastic paints for exterior and interior coating of buildings. Requests replies from manufacturers only, quotations cif Hamburg. Fritz Nebeling & Sohn KG (wholesaler), 10 Peterstrasse, 563 Remscheid. WTD 3/13/64.

289 Chemical Products

★★ AUSTRALIA—Trade Mission

Firm seeks to import or manufacture under license materials similar to sodium alginate. Aiginates Pty. Ltd., P.O. Box 4, Marrickville, N.S.W. NCIA. I.R. 132.

★★ GERMANY—Trade Mission

Adhesives for installation of ceramic tile to gypsum and concrete surfaces. H. R. Cussler, GmbH, Postfach 19, 8 Muenchen 42. I.R. 75.

Insulation materials and equipment. Fa. Gebr. Roechling, Hansastr. 27a, Munich. WTD 10/14/59. I.R. 50.

Adhesives for use with cement and plastic. Eternit AG, Kanalstrasse, Berling-Rudow. WTD 6/2/58. I.R. 53.

Insulating material for use on oil tanks and hot and cold pipe insulation. H. Pfeil, Heidestrasse 54, Frankfurt/Main. I.R. 23.

291 Petroleum Refining

★★ GERMANY—Trade Mission

Asphalt roofing shingles. Behrens, Glogner & Co., Buergerweide 10 B, Hamburg 26. I.R. 7.

● **KOREA**—Naphthenic acid, tech. grade E, 20 m.t. Ref. No. FFO-SAI-4-31A. Quotation date April 20; c&f or cif Pusan, U.S. flag vessel; quotation must indicate fob price, freight and insurance respectively. PA No. 489-901-356-3008. Limited worldwide (901). SBC-176. Kunsul Chemical Ind. Co., Ltd., 588, Kayadong, Pusanjin-Ku, Pusan. Cable: PAINTSWALLOW, Seoul.

295 Paving, Roofing Materials

★★ GERMANY—Trade Mission

Roofing materials for flat roof decks. Georg Eicken, Auf dem Reuterhamm 9, Bremerhaven-L. I.R. 4.

299 Products of Petroleum, Coal

★★ NEW ZEALAND—Trade Mission

Manufacturer's agent wishes exclusive agency for paraffin wax (135-140 melting point), petroleum jelly (light amber, white), pine oil (water white steam distilled in car load lots). Firm supplies all New Zealand disinfectant manufacturers. Suppliers must be able to guarantee constant supplies. Firm wants cif prices, samples; will purchase on own account, carry stock. Elliott Beckett & Co. Ltd., 156 Grafton Rd., P.O. Box 989, Auckland. WTD 9/13/63. I.R. 158.

301 Tires, Tubes

IRAQ—Tires, tubes for passenger cars, trucks; requests replies from manufacturers only, quotations c&f Basra. Direct purchase and agency. Ahmed H. Al-Bassam (importer, wholesaler), 11/11 Safafir St., Baghdad. WTD 2/11/64.

SAUDI ARABIA—All kind of tires, tubes for automotive vehicles; large importer, wholesaler, retailer seeks offers c.i.f. Jidda. Ali 'Abd Allah al-Esayi & Co. (AKA Allsayi), P.O. Box 162, Jidda.

306 Fabricated Rubber Products

★★ NEW ZEALAND—Trade Mission

Importer seeks distributorship for rubber hosing for spraying, under pressure, steam, oils, chemicals. Frank M. Winstone Merchant Ltd., 71-77 Customs St. East, Box 2195, Auckland C.1. WTD 12/20/63. I.R. 173.★

307 Plastics Products

GERMANY—Vinyl floor covering. Robert Wetz (retailer, wholesaler), 33 Langgasse, Wiesbaden. WTD 3/10/64.

311 Leather Tanning, Finishing

GERMANY—Leather chamois, seamless, for window and car cleaning. Requests replies from manufacturers only, quotations cif European ports. Denny Elsoffer (importer, wholesaler), Postfach 2425, Wuppertal-Elberfeld. WTD 10/2/63.

314 Footwear, Except Rubber

DOMINICA—Footwear, except house slippers, rubber footwear. George Dib (wholesalers, retailers, commission agents), P.O. Box 52, Roseau, Dominica, W.I. WTD 3/25/64.

321 Flat Glass

MEXICO—Glass for use in assembling electrical infrared heaters in Mexico. Industrias y Representaciones Gar-Vel, S.A.; Cinco de Febrero No. 471, Col Algarin; Mexico 8, D.F. WTD 2/27/64.

323 Glass Products

GERMANY—Automobile mirrors; importing distributor requests replies from U.S. manufacturers only with price quotations cif Rotterdam. Direct purchase or agency representation; requests replies in German. Georg Pforr, 272 Volmerswerther Deich, 4 Duesseldorf. WTD 3/3/64.

325 Structural Clay Products

● **BURMA**—Glazed floor tile 6″x6″x¾″; assorted colors and design; 500,000 pc. Tender No. 29/05/63-64(P), bid deadline April 27. People's Stores Corp., c/o Chief of Economics Division, Foreign Office, Prome Road, Rangoon.★ (Telephone: 202-WO 7-3601).

326 Pottery

★★AUSTRALIA—Trade Mission

Wholesaler desires agency for crockery, glassware, chinaware, carpets. Kreglinger P/L, 10 Loftus St., Sydney, N.S.W. I.R. 151.

327 Concrete, Gypsum, Plaster Products

★★ GERMANY—Trade Mission

Masonry coating which breathes and is waterproof. Henri Benthack, Eiffestrasse 500/504, Hamburg 26. I.R. 14.

Waterproofing material for use in construction of tunnels. H. Pfeil, Heidestrasse 54, Frankfurt/Main. I.R. 22.

Finished manufactured gypsum products. Ernst Winde, Stilfserjoch Strasse 44, Munich. I.R. 40.

Waterproofing material for use against ground water penetration. H. Pfeil, Heidestrasse 54, Frankfurt/Main. I.R. 23.

Fire retardant treated acoustic tile and plasterboard. Johann Scharf, Ladestrasse 43, Bremen. WTD 4/25/61. I.R. 8.

Industrial floor coating suitable for use in wet and acidic industrial applications. Industrie-Agentur Becker & Co., Donandtstr. 4, Bremen. WTD 4/3/63. I.R. 10.

Distributorship for wall, ceiling, flooring materials. Kloeckner Bayernkontor, 7 Sendlinger Tor Platz, Munich. WTD 6/26/63. I.R. 78.

Distributorship for protective masonry coating products. Siegelbeton GmbH, Suppinger Strasse 17, 7903 Laichingen. WTD 10/6/61. I.R. 80.

■ **KOREA**—Crude, gypsum, approx. 4,646 m.t. Ref. No. FFO-SAI-4-94. Quotation date April 22. Furnish two quotations, fob, cif/c&f Pusan, 100% U.S. liner vessel. Korea Cement Mfg. Co., Ltd., No. 16, 1-Ga, Ulchiro, Chung-Ku, Seoul. PA No. 489-456-4202. Limited worldwide (901). Copies of all offers made should be sent air mail to: Bank of Korea, Attn: AID Section, and to: Director, USAID, c/o American Embassy, Seoul. SBC-176.

■ Raw gypsum rock, approx. 6,700 m.t. Ref. No. FFO-SAI-4-95. Quotation date April 22; c&f Pusan, U.S. flag vessel; fob country of origin. Korea Cement Industrial Association, 70-5, 2-Ka Taepyung-Ro, Choong-Kum, Seoul. Cable: KOCIA, Seoul.

■ Fire brick, 30,384 pc.; plastic refractories, 10,500 lb.; chrome magnesite bricks. Nos. SK-37 up, Star Dash; SK-42 up, chromex-RH; H-W Mullite plastic, or equal. Quotation date April 18. Ref. No. FFO-SAI-4-90. Korea Steel Makers Association, No. 116, 1-Ka Bongrae-Dong, Chung-Ku, Seoul.

■ Raw gypsum rock, crushed, max. size 4″ dia. to dust, purity min. 95%, SO_3 44.7%, approx. 4,040 m.t. Ref. No. FFO-SAI-4-93. Quotation date April 21. Tong Yang Cement Mfg. Co., Ltd., 17-12, 4-Ka, Namdaemoon-ro, Chung-ku, Seoul.

All for PA No. 489-456-4202. Limited worldwide (901). C&f Pusan, U.S. flag vessel; fob country of origin. Copies of all offers made should be sent air mail to: Bank of Korea, Attn. AID Section, and to: Director, USAID, c/o American Embassy, Seoul. SBC-176.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

★★ AUSTRALIA—Trade Mission

Distributor of industrial equipment seeks abrasives. James Munday & Co., Lord St., Botany, N.S.W. WTD 2/24/64. I.R. 87.

★★ GERMANY—Trade Mission

Foam glass insulation 2¼″. H. Huetzen GmbH, Greefsallee 51, 406 Viersen/Rheinland. I.R. 85.

Resilient floor coverings. Werk der Vereinigte Jute-Spinnereien u. Webereien A.G.—Hamburg, Siogburgerstr. 42, 5302 Beuel. WTD 8/4/61. I.R. 63.

Asbestos roofing shingles. Behrens, Glogner & Co., Buergerweide 10 B, Hamburg 26. I.R. 7.

Rigid insulation for pipes on shipboard. Industrie-Agentur Becker & Co., Donandtstr. 4, Bremen. WTD 4/3/63. I.R. 10.

331 Steel Mill Products

● **BURMA**—Steel angles, bar and structural sizes, 9 items 20 ft. lengths, 630 l.t.; channels, bar and structural sizes, 11 items, 597 l.t. Tender No. 33/05/63-64(P), bid deadline April 30. People's Stores Corp., c/o Chief of Economic Division, Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202 WO 7-2362).

■ **CHINA**—Tinplate misprints, 56,000 lb., size 18x24″ and larger, base weight 75/90 lb., assorted to size and base weight per skid, misprinted one side, plain or gold lacquered reverse, soft temper; coke tinplate waste waste, 100,000 lb., tin coating 1.25 lb., base weight 75/90 lb., 18x24″, larger, assorted to size and base weight per skid, original mill export packed, soft commercial temper, packed original mill export standard, one ton skids. C&f U.S. flag vessel. IL No. BOC-00254. Quotation date April 22. Sheng Yuh & Co., Ltd., 270 Min Sheng Rd., Taipei. Cable: SHENYU, Taipei.

■ Electrolytic tinplate waste waste, 200,000 lb., from bright production, soft commercial, dual coated, 0.75/0.25 and/or 1.00/0.25, 1.35/0.25 lb. coating, 18x24″ and larger, 75/100 lb., base weight, unassorted to size and base weight, packed in export metal container. Duplicate copies of invoice, packing list, bill of lading, consular invoice should be airmailed to: International Leinya Trading Co., Ltd., 3 Lane 46, Chungking North Rd., Sec. 2, Taipei. IL No. BOC-00261. C&f by U.S. flag vessel. Quotation date April 25.

■ Coke tinplate waste waste, unassorted, bright, 75/100 lb., BW sizes 18x24″, larger, mostly 20x28″ and larger, soft temper, packed in original Bethlehem or J&L original fiber packages, with warehouse metal export wrapping or original mill wrapping, 88,000 lb.; c&f Keelung. Quotation date April 25. Golin Trading Co., No. 5-2, Lane 46, Chungking Rd., North, Taipei, Taiwan.

Above for PA No. 484-660-000-253-4202. U.S. source. Subject to GSA Defense Materials Services procedure. SBC-177.

■ **GREECE**—Steel pipes, 750 mm. i.d., 5/16″ thick, 100 lineal meters. Ref. No. 82. Bid deadline May 6. Societe Anonyme Hellenique des Eaux, Purchasing Dept., 4 Koloktroni St., 5th Fl., Rm. No. 51, Athens.

■ Iron materials, such as flats, rounds, angles, plates and squares, various quantities. Ref. No. 87. Bid deadline May 8. Hellenic State Railways, (SEK), Head Office, Purchasing & Stores Dept., 34 Themistocleous St., Athens, or Office of the SEK Direction, 13 Fr. Roozevelt St., Thessaloniki.

Both for Loan No. 240-H-028. U.S. source. Bids are solicited on worldwide basis. If selected offer is from U.S. it is expected that purchase will be financed by AID under loan cited or with free dollars. Copies of detailed specifications and conditions from: Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-180.

■ **INDIA**—Black hot rolled bars, to SAE 1010 or 1022, with depths of seams and pits held to a minimum, Brinell hardness 144 min., finished for bright drawing, in random lengths of 10 to 12 ft., ½, 9/16, ⅞″ dia., total 120 tons; same, to SAE 1030/1035, ¾″ dia., 50 tons; SAE 1035 grain steel silicon bars, ⅞″ dia., 5 tons; SAE 1010, drawing 310040, 50 tons; same, to drawing No. 320083, material to be fine grain for resistance welding, 5 tons. Ref. N. 65(24)/63-Aid(1)/082. IL No. A.546080/62/AU-DW/CCI/HQ/RM. Loan No. 386-H-082. U.S. source. Bid deadline April 30. Gabriel India, Ltd., S. 304 Bombay-Agra Rd., Mulund, Bombay 80 N.B. Cable: GABRIEL MULUND, Bombay. Single copies of detailed drawings from: Office of Small Business, Agency for International Development, Rm. 2120 Barton Hall, Ohio Drive & Independence Ave., SW., Washington, D.C. SBC-177.

■ Steel strips, cold rolled, unhardened, with cut edges, in coils, for manufacture of metal cutting bandsaw blades, sizes 3/32, ⅛, 5/16, ⅜, ½″ x 23 G, total 7 tons; ¾, 1″ x 21 G, 6 tons; first class quality, certificate to that effect must accompany documents. Cif Calcutta. IL No. P/RH/000007/R/DL/18/S/D/17/45/406. Ref. No. DC/217/BDL/437. Loan No. 386-H-082. U.S. source. Quotation date April 27. Harbans Lal Malhotra & Sons, Pvt., Ltd., 18-Netaji Subhas Rd., Calcutta 1. SBC-176.

■ High carbon chrome wire in coils, for manufacturing ball bearing steel balls to SAE-52100. sizes .181, .141, .118. .097″, $2 100 each. Ref. No. DC/217/BDL/432. IL No. P/RM/0000786/R/DL/18/S/D/17/45/92. Loan No. 386-H-082. U.S. source. Quotation desired by April 23. New Haven Steel Ball Corp., P. Ltd., Pandyan House, 309 Frere Rd., Bombay 1. Cable: GULDASTA, where additional information is available. SBC-169.

■ Material required for manufacture of Johnson vertical pumps, including API-5L, table 8, or ASTM seamless or electrical welded pipe; API-5L, table 6, line pipe, seamless or ERW quality, grade "A", plain ends, lengths of 20′-4″; seamless coupling stock, random lengths, 8′, over, up to 25′; hollow shaft right angle gear drives for turbine pipes, speed increasing, standard rotation with non-reverse ratchet; flexible shafts, without standard or special large flanges, various sizes, quantities. IL No. P/RM/2133177/R/DL/18/CH/17-18. Ref. No.

1(1)/64-082-Aid. III. Loan No. 386-H-082. U.S. source. Quotation date April 23. M/s. Garden Reach Workshops Ltd., 43/46, Garden Reach Rd., Calcutta 24. Cable: COMBINE, Calcutta.

■ High silicon, cold rolled, grain oriented, electrical steel sheets, 0.014" thick, in 30/31" coils, core plated type C-10 on both sides, packed in water-proof paper lined metal containers, not exceeding 4,000 lb. ea., max. core loss .066 watt per lb., at 15,000 gausses, 60 c/s. Equivalent to Messrs. Armco International Corp., Ohio, Grade N6. Quotation on basis of metric ton c&f and cif Calcutta. Ref. No. DC/217/BDL/438. IL No. P/RM/002125/R/DL/18/S/D/17/45/226. Loan No. 386-H-082. U.S. source. Quotation date April 27. Electric Construction & Equipment Co., Ltd., 9, Kaliprasanna Singhee Rd., Calcutta 2. Cable: ELCONSTCO, Calcutta.

■ Steel rods, C. 1.00%, Si. 0.35%, Mn. 0.35%, Cr. 1.5%, ⅜, 7/16" dia., ⅜", 29,850 lbs., 7/16", 42,720 lbs. C&f. Ref. No. DC/217/BDL/439. IL No. P/AU/001264/R/DL/17/S/B/17/46/104. Lakshmiratan Engineering Works, Ltd., Ferguson Rd., Lower Parel, Bombay 13. Cable: TEXPINDES, Bombay. Loan No. 386-H-082. U.S. source. Quotation date April 27.

Since all information available was published on above, interested suppliers should immediately contact buyers for further information, if needed. SBC- 179.

● **IRAQ**—Elastic rail spikes to suit rail sections of B.S. 60R & B.S. 75R direct on timber sleepers, 250,000 pe. Tender No. G/IT/16/64, bid deadline May 4. Terms, specifications from: Directorate General, Iraq Republican Railway Services, Baghdad, against payment of $5.60 per copy, free of postal charges. Terms, specifications available for review only in Rm. 4222, Iron & Steel Division, U.S. Department of Commerce, Washington, D.C. 20230.

PAKISTAN—Pig iron; m.s. steel sheets, plates. Mian Abdul Rahim & Sons (manufacturers), Railway Rd., Gujrat. WTD 3/17/64.

Steel sheets. Brush-Rahman Ltd. (manufacturers and exporters), Attar Singh Bldg., The Mall, Lahore. WTD 3/17/64.

■ G.P. sheets, prime commercial, zinc coating 1.25 oz to ASTM-A-361-59T, size 3 x 8', 24, 30 BG and/or m.s. plates, open hearth ASTM-A-415-58T, size 4 x 8', thickness of ⅛, ½" and/or; G.I. wire, soft, bright, to ASTM-Des. No. III-52, adopted 1951/52, zinc for coating, spelter to ASTM-134, duly wrapped, coils of 100/150 lb. from SWG No. 8 to 20; and/or CRCA, MS sheets, annealed, oiled, commercial quality, ASTM-A-366-58T, ⅛" to ½"; and/or m.s. steel wire, SAE 1006 and/or 1008, 1010, 1012, in coils, SWG No. 4, No. 5, and from SWG 23, 30, $10,500. IL No. 240843. Quotation date April 22. 100% U.S. flag vessel; fas cost per l.t., ocean freight indicated separately. Mustaq & Bros., P.O. Box No. 5054, Karachi. SBC-181. To be financed by a loan not yet authorized U.S. source.

■ M.s. billets, re-rolling quality, prime standard, to SAE 1020/1025, heat marks die stamped on each, accompanied by works test certificate, length 18 ft., or above, size 2, 2½" sq., $12,600, c&f Karachi. Shalimar National Engg. Works & Steel Re-Rolling Mills, Shalimar Town, Sultan Mehmood Rd., Lahore. Cable, same.

■ M.s. billets, re-rolling quality, 1½ to 2", SAE 1010 to 1035, $40,000. 100% U.S. flag vessel. Messrs. Eastern Mercantile Corp., Ireland Rd., Karachi.

Both are for National Bank of Pakistan, Karachi. Quotation date April 20.

■ Pig iron for cast iron foundry, to ASTM-A-43-60, foundry grade FL-16, to certain composition, packed loose in pigs, $10,500; c&f. Quotation date April 29. M/s. Minco Engineering Works & Foundry, 76, Bangshal Rd., Dacca 1. Ref. No. FE/LC/OSB/40/15057/2505.

■ Cold rolled steel strips to ASTM No. A-109-59T; hot rolled steel strips to ASTM No. A-303-58T; hot rolled carbon steel strips to ASTM No. 425-58T, sizes ½, ¾; 6", gauges 16, 18, 20, 22, 24, 26, $600,000; c&f Chittagong, 100% U.S. flag vessel; fob/fas quoted separately. Shipment by U.S. flag vessel, steamer plying on direct Mediterranean route. Ref. No. FE/LC/OSB/39/13038. Quotation date April 27. Dacca Re-Rolling Mills, 201/2, Industrial Area, Tejgaon, Dacca, E. National Bank of Pakistan, Foreign Exchange, Import, Department, Dacca Office, Dacca.

■ Foundry pig iron to analysis Si. 3.26/3.50%, Su. 0.50., Mn. 1.01/1.25%, Ph. 0.31/0.50%. To ASTM No. A 43-60, FAS/C&F, $10,500. Ref. No. ICA:OSB:BKS/1478. Quotation date April 29. Simplex Enterprises, 21, 3rd fl., Laburam Makhanmal Bldg., Mulji St., Khardar, Karachi 2.

■ Tin plates, prime coke quality, QQT-425, size 30 SWG, 20 x 30", $10,500. 100% U.S. flag. Quotation date April 28. Ref. No. ICA:osb; BKS/1445. M/s. Diamon Industrial Corp., Opp. Municipal Office, Bunder Rd., Karachi. Subject to GSA Defense Materials Services procedure.

Above two items for National Bank of Pakistan, Local Office, Opp. Boulton Market, Bunder Rd., Post Box No. 4840, Karachi 2.

All above purchases to be financed by loan not yet authorized. U.S. source. SBC-181.

■ Galv. steel corrugated sheets, 1.25 oz. zinc coating per sq. ft., 10/3" corrugations, 5/8" deep, 32" wide after corrugation, packed in hand bundles of 150/200 lb., to ASTM-A-361-58T, BG 26 x 6, 7, 8, 9, 10', approx. $4,200. Galv. steel pipes with British threads and sockets, random lengths from 18 to 22 ft., to ASTM-A-120, ½" to 6" dia., approx., $3,150; standard black pipes, British threads & sockets, up to 4" dia., American threads & sockets, 5" dia., and higher, to ASTM-A-120, up to 6" dia., and to API-5L, grade A or B, over 6" dia., ½ to 8" dia., approx. $3,150. IL No. 314559. Syed & Co., Panchgasia Rd., P.O. Feni, Dist., Noakhali, East.

■ Prime galv. plain sheets, 1.25 oz. zinc coating per sq. ft., to ASTM A-361-59T, 3 x 6' x 31, 32 BG, 20 tons each; mild steel. mill edge, hot rolled steel sheets, A-415-58T, 3 x 6' x 24, 26 BG, 10 tons ea., 4 x 8' x 18, 20 BG, 10 tons each; mill edge, hot rolled. m.s. plates, A-415-58T, size 4 x 8' x ⅛, ¼, 5/8", 5 tons each. IL No. 300180. Naseem Engineering Works, 64 Industrial Area, Chittagong. Cable quotations acceptable.

To be financed by a loan not yet authorized. U.S. source. Quotation date April 28. SBC-177.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

■ Corrugated steel sheets, galvanized, prime, 1.25 oz. zinc coating/sq. ft.; 10/3" corrugations, 32" wide after corrugation; 6'-10'; BG 26; approx. $10,500. IL No. 315460. Mokbul Hossain, Azizar Rahman & Rohab Mia, Fenchuganj, Chittagong.

■ Solid steel round wire, hardened and tempered, in coils, carbon content .60%, BWG 13; approx. $5,250. Flexus steel flat wire, hardened and tempered, 3.2 mm x 1 mm, carbon content .06%; approx. $5,250. IL No. 283295. Mian & Co., 79 Maulvi Bazar, Dacca 1.

■ Galv. corrugated steel sheets, prime, 1.25 oz. coating per sq. ft., 10/3" corrugation, 24 or 26 BG, 6'-10'; approx. $10,500. IL No. 314168. Siddique Commercial Corp., Bakaliacharchaktai, Chittagong.

■ Galv. corrugated steel sheets, prime, 1.25 oz. coating per sq. ft., 10/3" corrugation, 24 or 26 BG, 6'-10'; approx. $10,500. 100% U.S. flag vessels. IL No. 314658. Nazir Ahmed, Pangachia Rd., P.O. Feni, Dist. Noakhali.

■ Galv. corrugated steel sheets, open hearth, hot dipped, commercial quality, 1.25 oz. coating/sq. ft.; 10/3" corrugations, 5/8" deep, 32" wide after corrugation; annealed; 3'x6'-10'; BG 24, 26; approx. $10,500. IL No. 281755. Md. Nurassafa, 102 Rafiuddin Siddique Rd., Reazuddin Bazar, Chittagong.

■ Galv. corrugated steel sheets, prime, 1.25 oz./sq. ft. coating, 10/3" corrugation, 24 or 26 BG, 6'-10'; approx. $10,500. 100% U.S. flag vessels. IL No. 314014. Abdul Wahab, 145 Shahabuddin Siddique Rd., Reazuddin Bazar, Chittagong.

■ Galv. corrugated steel sheets, commercial quality, 1.25 oz. coating per sq. ft.; 10/3" corrugation, 5/8" deep, 32" wide after corrugation; 26 BG; length 8 ft., approx. $3,400; length 9 ft., approx. $3,800; length 10 ft., approx. $3,300. IL No. 280898. M. E. Ahmed & Sons, Sadarghat Rd., Chittagong.

■ Galv. corrugated steel sheets, prime quality, BG 26, 1.25 oz. zinc coating, length 6'-10', 10/3" corrugations, width 32" after corrugation. Approx. $10,500. IL No. 297282. Md. Yunus Sowdagar, 22 Chaktai, Chittagong.

■ Galv. steel wire, round, soft, in one coil length, SWG 8-24. Approx. $21,000. IL No. 295422, Bengal Iron & Steel Industries, Ltd., 21 Jinnah Ave., Dacca. Cable: BOMB, Dacca and Chittagong.

■ Galv. corrugated steel sheets, prime quality, BG 26, 1.25 oz. zinc coating, length 6'-10', 10/3" corrugations, width 32" after corrugation, approx. $10,500. IL No. 272457. Universal Traders, 7 Zebunnisa Rd., Reazuddin Bazar, Chittagong.

■ Galv. corrugated steel sheets, commercial coating 1.25 oz. per sq. ft., 10/3" corrugations, 5/8" deep. 32" wide after corrugation; 26 BG; lengths 6', 7', 8', each approx. $2,100; length 9', approx. $1,000; length 10', approx. $3,200. IL No. 266980. Hajee Nabidur Rahman, Santirhat, Chittagong.

■ Galv. corrugated steel sheets, commercial coating 1.25 oz. per sq. ft.; 10/3" corrugations, 5/8" deep, 32" wide after corrugation; 26 BG; lengths 6, 7, 8, 9, 10 ft.. each approx. $2,100. IL No. 316912. Omar Ghani Chowdhury, Pahartali, Chittagong.

■ Galv. iron/steel corrugated sheets, 1.25 oz. zinc coating, 10/3" corrugations, 6'-10' long, prime quality, BG 24 and 26; approx. $10,500. IL No. 302320. Khurshed & Co., P.O. Katirhat, Chittagong.

■ Galv. iron/steel corrugated sheets, 1.25 oz. zinc coating, 10/3" corrugations, 6'-10' long, BG 26; approx. $5,250. Galv. iron/steel plain sheets, 1.25 oz. zinc coating; 3'x6', 4'x8'; 31 GSG; approx. $5,250. IL No. 307971. Farok Ahmad Chowdhury, Osman Ali Lane, Chittagong.

■ Galv. corrugated steel sheets; 10/3" corruga-

tions, 5/8" deep, 32" wide after corrugation; zinc coating 1.25 oz./sq. ft.; 26 BG; 3'x6'-10'; packed in hand bundles of 150/200 lb. net; approx. $10,500. IL No. 312637. Guny & Guny, Guny Manzil, Anderkilla, Chittagong.

■ Galv. corrugated steel sheets; 10/3" corrugations, 5/8" deep, 32" wide after corrugation; zinc coating 1.25 oz. per sq. ft.; 26 BG; 3'x6'-10'; packed in hand bundles of 150/200 lb. net. Galv. plain sheets, commercial quality, 1.25 oz. coating per sq. ft.; 6'x3'; 30 BG/31 GSG; in lifts of not more than 6,000 lb.; approx. $10,500. IL No. 270417. Nasir Stores, Pahartali, Dacca Trunk Rd., Chittagong.

■ Galv. iron/steel corrugated sheets, 1.25 oz. zinc coating, 26 BG, 10/3" corrugations, 6'-10' long; approx. $5,250. Galvanized iron/steel plain sheets, 1.25 oz. zinc coating; 3'x6' or 3'x8'; GSG 31, 32, 34; approx. $5,250. IL No. 316002. Ahsan Bros., Tigerpass Rd., Chittagong.

■ Electrical silicon steel sheets, max. core loss 87 watts per lb., both sides insulated, prime quality, 26 G, 19" x 76" and larger; approx. $2,100; m.s. hot rolled plates, 1/4" or 3/16"; approx. $4,200; Galv. plain sheets, prime, 1.25 oz. zinc coating; 3' x 6', 4' x 8'; BG 30, 31; approx. $4,200. Rates to be quoted separately f.a.s., freight, indentor's commission. IL No. 303663. Elahee Buksh & Co., Ltd., 126 Sadarghat Rd., Chittagong, E.

■ Galv. iron corrugated sheets, prime, 1.25 oz. zinc coating, 10/3" corrugation; BG 24, 26; 3'x6'-10'; approx. $10.500. IL No. 317572. M. Nabi Chowdhury, Khatungonj, Chittagong.

■ Galv. iron plain sheets, prime, 1.25 oz. zinc coating; USG 16-36; 3'x6' any or all gauges; approx. $10,500. IL No. 308010. Dawn Metal Factory, 313 Chandanpura, Chittagong.

■ Galv. plain sheets, flat, prime quality, zinc coating 1.25 oz. per sq. ft. both sides; 3'x6'; gauges 30, 31, 32, 34; approx. $10,500. IL No. 308107. Popular Engineering Works, 1109 Asadganj, Chittagong.

To be financed by a loan not yet authorized. U.S. source. Quotation date April 28. SBC-174.

■ G.c. steel sheets, prime, 1.25 oz. per sq. ft., 10/3 corrugation, 32" wide after corrugation, 24, 26 BG, 6 to 10', $10,500. Shipment 100% U.S. flag vessel. IL No. 314659. M/s Abdul Razzak Sowdager, 1252, Asadganj, Chittagong.

■ G.c. sheets, 24, 26 BG, prime steel, 10/3, 32" after corrugation, zinc coating 1.25 oz. per sq. ft., 6 to 10' lengths, commercial, $10,500. 100% U.S. flag vessel. IL No. 276-027. M/s. M. Ahmed Meal, Double Moorings, Chittagong.

Quotation date for both above April 25.

■ G.c. sheets, 26 BG, prime quality, 1.25 oz. zinc coating per sq. ft., 10/3" corrugation, 5/8" deep, 32" wide after corrugation, lengths 72 to 120", to ASTM-A-361-59T, $10.500. IL No. 144452. Messrs. Sunic & Lunic, 373, Terri Bazar, Chittagong.

■ G.c. sheets, steel, prime commercial, zinc coating 1.25 oz. per sq. ft., 10/3" corrugation, 5/8" deep, 32" after corrugation, packed in hand bundles of 150/200, sizes 6 to 10" in length, 26 BCG, $10,500. IL No. 139445. Messrs. Pakistan Auction Mart, Sadarghat Rd., P.O. Box No. 190, Chittagong, East. Cable: DISPOSALS.

■ Galv. iron/steel plain sheets, 1.25 oz. zinc coating, 3x6', 31, 32, 34, 36 GSG; galv. iron/steel pipes, British threads and sockets, random lengths 18 to 25', 1/2" dia., 3/4, 1, 1 1/2, 2, 2 1/2, 3, 4" dia., $5,250 each. IL No. 317674. M/s Chittagong Traders, 319 Strand Rd., Chittagong.

■ Galv. iron/steel corrugated sheets, 1.25 oz. zinc coating, 10/3" corrugations, 6 to 10' long, 24, 26 BG, $6,300; m.s. angles, random lengths 18' to 25', various sizes from 1 1/2"x1 1/2"x1/4" to 3"x3"x3/16", $4,200. IL No. 315480. M/s Chowdhury & Bros., Quarter No. 6, Right Bank, Kaptai, Chittagong.

■ Galv. steel corrugated sheets, prime, 1.25 oz. zinc coating per sq. ft., 10/3" corrugations, 5/8" deep, 32" wide after corrugation, packed in hand bundles of 150/200 lb. to ASTM A-361-59T, BG 26x6, 7, 8, 9, 10', approx. $6,300; Galv. steel plain sheets, prime, 1.25 oz. zinc coating, to same specn., GSG 31x3x6', approx. $4.200. IL No. 317861. M/s Crescent Traders, Satkania, Chittagong.

■ Galv. steel sheets, plain, prime, 1.25 zinc coating, 17 and 34 BGx3'x6', $7,350; B.P. sheets, CRCA, Thomas commercial, oiled, pickled, 20, 30 BGx3x6', $3,150. IL No. 281743. M/s. Mohammed Shafi Chowhury, 5, Bakalia, Chittagong.

■ Cold reduced fully processed electrical steel sheets, M 43 grade, packed in metal containers, apporx. 6300 lb. gross, packed in waterproof paper banded on skids or platforms, max. core loss .99 watts per lb. at 50 cycles, 10,000 gausses, $8,400, c&f/fas l.t.; hot rolled m.s. plates, carbon .33% max., sheared edge, 48" wide, 96" long, 3/8" thick, $2,100; c&f/fas per l.t. IL No. 300402. Fasons Metal Industries, Mehdibag Rd., Chittagong, Regn. No. E 02985.

■ M.s. plates, hot rolled, commercial, mill edge, carbon, .33% max., shipped loose, 4x8' to ASTM-A-415-58T, for 1/8, 3/16, 1/4" and up, carbon .33% max., regular quality 8x4'x1/4" thickness; CRCA steel sheets, commercial, pickled, oiled, annealed, in waterproof paper-lined metal containers not exceeding 6000 lb., to ASTM-A-366-58T, 16, 18, 22, 24 G, 6x3', 8x4', $2,100 each item; c&f. IL No. 285815. Messrs. Star Iron & Steel Industries, Karwan Bazar, Tejgaon, Dacca.

■ G.p. sheets, commercial, 1.25 oz. coating, 3x6, 3x8, 4x8', net weight 24 to 34 GSG; CRCA, B.P. sheets, cold rolled, commercial, pickled, oiled, annealed, 3x6', 4x8', 18, 22 G, 26 to 30 BG, $10 500. Shipment 100% U.S. flag vessel. IL No. 299431. M/s. Eastern Metal Works, 294, Darogahta Rd., Chittagong.

■ Galv. steel corrugated sheets, 1.25 oz. zinc coating, 10/3" corrugation, 5/8" deep, 32" wide after corrugation, packed in hand bundles of 150/200 lb., prime, to ASTM-A-361-59T, BG 26x6, 7, 8, 9, 10', $4,200; galv. steel pipes, British & American threads, sockets, random lengths from 18 to 22 ft., to ASTM-A-120, 1/2, 3/4, 1, 1 1/2, 2, 2 1/2, 3, 4', $3,150; m.s. plates, hot rolled, mill edge, carbon 0.33% max., size 4x8' to ASTM-A-415-58T, thickness 1/8" to 1", $3.150. IL No. 317546. M/s. A. Taher & Bros., 120, Darogahat, Chittagong.

All to be financed by loan not yet authorized. U.S. source. Quotation date April 28. SBC-179.

■ G.p. sheets, commercial coating 1.25 oz., B.G. 16/30; galv. corrugated sheets, 24/28 BG, 10/5 corrugation, commercial coating, 1.25 oz., both to ASTM A-93; CRCA sheets, commercial, per ASTM A-366, 16/30 BG, $10.500, fas/c&f, prices per l.t., shipment 100% U.S. flag vessel. IL No. 383897. Messrs. Khawaja Akhtar Elahi, Nia Bazar, Jhelum.

■ G.P. sheets, plain commercial coating, 24, 26, 28, 30 BG; cold rolled commercial sheets, same; hot rolled, same; beams, size 8"x4", 7x3"; m.s. galv. pipe, size 4 to 8", $10,500. IL No. 368319. M/s. M. Islam Din & Sons, 177, Loha Market, Lahore.

■ Open hearth galv. steel sheets, prime commercial, 1.25 oz. zinc coating per sq. ft., on both sides, plain, 3x8'x24, 26, 28, 30 BG, $10,500, 100% U.S. flag vessel. IL No. 366-023. M. Iman Din Sohan Din, 1/C Lahori Gate, Kasure, W.

■ M.s. blooms, to SAE 1020/1025, size 12" sq.; seamless drawn steel tubes, o.d. 2, 1 3/4, 5/16"; I.D. 1 3/4, 1 1/2, 3/10"; alloy steel/tool steel, high speed, with 5% cobalt, 1/2, 5/8, 3/4, 1, 1 1/4, 1 1/2" sq., 1/2x3/4", 3/4x1"; m.s. plates, 8x4'x1/8"; H.R. steel sheets, 8x4'x14 G, or 8x3' same; C.R. steel sheets; 8x4", 8x3'x16, 18 G, $10,500, c&f Karachi. IL No. 398079. M. Badaruddin & Co., 86, Railway Rd., Lahore, Cable: BADARCO, Lahore.

■ Hot rolled m.s. sheets, G-10; cold rolled m.s. sheets, G-24; plain galv. mild steel sheet, commercial, 1.25 zinc coating, G-30, $10,500. Shipment 100% U.S. flag vessel. IL No. 375252. M/s. The Pak Industrial & Trading Corp., Ltd., West End Bldg., 72, The Mall, Lahore. Cable: SEABREEZE, Lahore.

■ Galv. plain sheets, commercial, 1.25 zinc coating, BG 16; hot rolled sheet, commercial, 8x4"x1/8", 10 BG; seamless steel pipe, dia. 5x6"; m.s. plates .33 carbon, max., 8x4"x1/4"; joists 7"x3 5/8", 8x4", $10,500. M/s. Sh. Niamat Elahi & Sons, Mandi Jaranwala Distt., Lyallpur. IL No. 367208.

■ M.s. HRCA sheets or m.s. CRCA sheets, 10'x5', 12, 14, 16, 18, 20 BG; or 8/10'x4', same gauges; spring steel wire, 100/120 tensiles, 2, 4, 6, 8, 10, 12, 14, 16G, $10 500. IL No. 367322. M/s Tha Aijaz Oil & Conduit Pipe Mills (Regd.), Old Hospital Rd., Gujranwala. Cable: AIJAZ MILLS, Gujranwala.

■ G.P. sheets, BG 24, 26, 28, 30; joists, 6x4", 8x4", 10x4"; standard buttweld steel pipe, 3 1/2, 4"; cold rolled steel sheets, commercial, 24, 26, 28 BG, $10,500. IL No. 339367. M/s. Haji Mohd. Ramzan, Iqbal Manzil, Kalabagh, Distt. Mianwali.

■ Open hearth galv. steel sheets, prime commercial, 1.25 oz. zinc coating per sq. ft., both sides plain, 3x8'x24, 26 BG, $10,500. Shipment required 100% U.S. flag vessel. IL No. 367114. Wali Muhammad & Sons, Karkhana Bazar, Lyallpur, W.

■ Cold rolled steel sheets, commercial, oiled, soft temper, packed in paper-lined metal envelopes, banded on skids each weighing approx. 3 tons, to ASTM-A-366, Mills test certificate to be furnished, size 8 x 3' x 26 BG, 60 l.t. IL No. 366219. Mohdali & Co., Shahi Bazar, Hyderabad.

■ Galv. plain iron sheets, commercial, to ASTM A-361-59-T, zinc coating, approx. 1.25 oz. per sq. ft., both sides, size 8 x 3', gauges 26, 30; cold rolled commercial quality sheets, to ASTM A-366-58T, 8 x 8', gauges 18, 20 or 26; hot rolled m.s. plates, commercial, to ASTM A 415, size 8 x 4', thickness 1/8, 1/4", $10,500. IL 363317. Messrs. Mohd Ibrahim Haii Ghulam-Rasool, Berani Rd., Tando Adam.

■ Open hearth galv. steel sheets, prime commercial, 1.25 oz. zinc coating per sq. ft., on both sides, plain and corrugated. 32" W.A.O., 3 x 8', 16, 24, 26, 30 BG. $10.500. Shipment 100% U.S. flag vessel. IL No. 374664. Eastern Trading Corp., Radhay Sham St., New Anarkali, Lahore, W.

■ Galv. plain sheets, commercial, 1.25 oz. coating, per sq. ft., 3 x 8', 24, 26 BG, to ASTM, or similar specification; galv. corrugated steel sheets, 1.25 oz. coating per sq. ft., 3 x 8', 24, 26 BG, 10/3 corrugation, 5/8" deep, 32" wide after corrugation, same specn., $10,500. IL No.

368057. M.s. Asiatic Trading Corp., Cantonement Rd., Sialkot 1.

■ Galv. corrugated iron sheets, to ASTM A-361-59-T, commercial, zinc coating, about 1.25 oz. per sq. ft. coating both sides, sizes 6/10′ x 3′ x 26 BG, $10,500. IL No. 340427. Messrs. Asian Steel Co., N. 22, Circular Rd., Rawalpindi. Cable quotations acceptable.

■ G.P. sheets, 8 x 3′, BG 24, 30; m.s. sheets, 8 x 3′, 18, 24 BG, $10,500. IL No. 368735. Muslim Cheap Stores, Miani Rd., Hyderabad.

All to be financed by loan not yet authorized. U.S. source. Quotation date April 24. SBC-178.

■ Galv. corrugated steel sheets, prime quality 1.25 oz. coating per sq. ft., 24 or 26 BG, 6 to 10′, $10,500. IL No. 314661. Quotation date April 28. M/s. Monowar Hussain, Kamalaputty, Feni, Noakhali.

■ G.C. steel sheets, prime quality, 1.25 oz. per sq. ft., 10/3″ corrugation, 32″ wide after corrugation, 24 or 25 BG, 6 to 10′; $10,500. 100% U.S. flag vessel. IL No. 292658. Quotation date April 25. M/s. Haji Abdul Sattar Karim, 242, Khatunganj, Chittagong.

■ G.C. steel sheets, prime, 1.25 oz. per sq. ft., 10/3″ corrugation, 24 or 26 BG, 6 to 10′; galv. plain sheets, commercial, 1.25 oz. coating per sq. ft., 3 x 6, 3 x 8, 4 x 8′, net weight, 31, 32 GSG; CRCA sheet, prime quality, in skids of approx. 1 ton ea., sizes 21 x 24″, larger, gauge 26 to 29, lighter, $10,500. 100% U.S. flag vessel. IL No. 292656. Quotation date April 25. M. Sayeed & Co., Ramjoy Mahajan Bye-Lane, P.O. Box No. 460, Chittagong, E. Cable: IRONMET, Chittagong.

■ M.s. sheets, prime, to specn. ASTM-A-366-58T, size 8 x 3′; CRCA pickled, oiled, gauges 14 through 24, $10.500. IL No. 350319. Gujrat Steel Production, Shahrah-e-Iraq, Saddar, Karachi.

■ Round, bright, hard drawn, low carbon, for making butt welded chains, 3 SWG, 8 tons; 4 SWG, 12 tons; annealed, cleaned low carbon basic open hearth steel wire, grade AISI C-1020. 3 & 4 SWG, 8 & 12 tons; super high speed steel AISI Type T-4, various sizes, total 1064 lb.; cold working quality shock resisting non distorting AISI Type D-3, 1½ x 10″, 2½, 3″ x 12″, total 1635 lb.; carbon steel, drill rod, alloyed with chromium and vanadium, 1.8, 2.0 mm., 20 lb.; cold working steel for tools and dies, Type D-2, 1 x 4″, 1½ x 5″, 2 x 5″, total 1072 lb.; hot die steel, ¾, 1″, 1¼″, 140 lb.; galv. plain sheets, ASTM-A-361-59T, 8 x 3′ x 24 to 30 G, or m.s. black c.r.c.a. sheets Thomas quality, ASTM-A-366-58T, 8 x 3′ x 10 to 24 G, or m.s. bright drawn bars, AISI 1018. 1¼″ to 2½″, 24, 30. 22 tons, respectively. Quotation date April 27. IL No. 343615. Saifee Development Corp., Ltd., c/o, South Ave., S.I.T.E., Karachi 16.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

■ G.C. steel sheets prime quality, 1.25 oz. per sq. ft., 10/3″ corrugation, 24 or 26 BG, 6 to 10′ after corrugation, 24 or 26 BG. 6 to 10′, $4.200; G.P. sheets, commercial, 1.25 oz. coating per sq. ft., 3 x 6′, 3 x 8′, 4 x 8′, 31 to 32 GSG. $3.150; galv. iron pipes, American standard weights ASTM A-120, random length from 18 to 22 ft., with sockets, 1½″ dia., $3.150. 100% U.S. flag vessel. Quotation date April 25. IL No. 314229. M/s. Ghulam Ahmed, 25, Bagmoniram, Lalkhan Bazar, Chittagong.

All to be financed by loan not yet authorized. U.S. source. SBC-178.

■ G.p. sheets; gauges 24, 26, 30, 28; ASTM A93-58T; m.s. plates, ¼″-2″, ASTM A-415-58T; galv. iron pipes, ¼″-6″, ASTM A-53-120; $10,500. Quotation date April 21. S/A No. 335168. Pirbhai Cotton Co., 105 Cotton Exchange Bldg., McLeod Rd., Karachi.

■ Galv. plain sheets, 31 GSG, 1.25 oz. zinc coating, commercial quality, 3′ x 6′, to ASTM A-361-59T, in 6,000 lb. lifts; $5,250. Galvanized corrugated sheets, commercial, zinc coating 1.25 oz./sq. ft.; 10/3″ corrugations, ⅝″ deep, 32″ wide after corrugation; lengths 72″-120″; to ASTM A-361-59T; $5,250. Quotation date April 26. S/A No. 278415. Yar Mohamed Sowdagar, 15 Boxir Hat Cross Lane, Chittagong.

■ M.s. wire, to ASTM A-227-57, gauges 4-12; and/or high tensile steel wire, to ASTM A-227-57, gauges 4-12; $5,250. Quotation date April 22. S/A No. 241383. Pakistan Pipe & Construction Co., Old Lalukhet, Garden West, New Town, Karachi. Cable: PIPES, Karachi.

■ Galv. corrugated iron sheets, 10/3″ corrugation, length 6′-10′, prime quality, 1.25 zinc coating, ⅝″ deep after corrugation, BG 24 and 26. $10.500; c&f Chittagong. Quotation date April 25. S/A No. 278866. Eastern Trading Agency, 65-A Shib Bari Lane, Feringhee Bazar, Chittagong.

■ Galv. iron plain sheets, coating 1.25, gauge 24-30, to ASTM A-361-59T; m.s. sheets, CRCA, gauge 16-30, to ASTM A-366-58T; m.s. plates, thickness ⅛″-1″, to ASTM A-415-58T; $10,500. S/A No. 251760. Quotation date April 22. Mushko & Co., Ltd., Oosman Chambers, Victoria Rd., Karachi. Cable: same.

■ Galv. corrugated iron sheets, to ASTM A-361-59T, commercial quality, zinc coating approx. 1.25 oz./sq. ft. both sides; 6/10′ x 3′ x 24 BG; $10.500. S/A No. 340426. Quotation date April 22. Amin Corp., Chawk Fuwara, City Saddar Rd., Rawalpindi. Cable: AMINCO.

To be financed by a loan not yet authorized. U.S. source. SBC-172.

■ M.s. plates, hot rolled, commercial, mill edge, 4 x 8′ to ASTM-A-415-58T, size ¼″; cold rolled steel sheets, close annealed, commercial, pickled, oiled, 3 x 8′ to ASTM-A-366-58T, gauges 16. 20. 24; g.p. sheets, commercial, 1.25 oz., to ASTM-A-361-59T, BG 24, 26, 28, 30; $10 500. Prices per l.t.; packing should be indicated, fob/fas cost quoted separately, c&f Karachi. To be financed by a loan not yet authorized. IL No. 361793. Quotation date April 20. Ghulam Hussain Mohd Hussain, Iron Merchants. Raja Bazar, Sialkot City. where additional information is available. SBC-169.

■ G.p. sheets, commercial quality. 1.25 oz. coating per sq. ft., to ASTM-A-361-59T, $8 400; m.s. rounds, size 8½″ dia.; $2,100; c&f Karachi. Prices per l.t.. fob/fas cost per l.t. quoted separately. 100% U.S. flag vessel. IL No. 371120. Quotation date April 20. M/s. Abdul Rashid Mohd Rafiq. 161 Loha Market. Landa Bazar, where additional information is available. SBC-169.

■ Galv. iron plain sheets, 1.25 oz. coating/sq. ft., packed in 1-ton bundles; 3′x6′; USG 32, 31, $3.150; USG 34, $5,250; m.s. sheets, HRCA, commercial quality, packed in 1-ton bundles. 3′x6′, 4′x8′; BG 14, $1.000; BG 16, 18, $1 000. Ref. No. PC/CTG/401. S.A. No. 276497. Chowdhury Iron & Steel Industries, 376 Khatunganj, Chittagong.

■ Galv. flat sheets, plain, prime quality, 1.25 oz. zinc coating; 3′x6′, 4′x8′; USG 34; $7,350; steel sheets, cold rolled, commercial quality, soft temper, black; 3′x6′, 4′x8′; BG 16-30; $3,150. Ref. No. PC/CTG/419. S.A. No. 302-657. Salam Sheet Metal & Wire Netting Factory, 1176 Nazu Meah Lane, Chittagong.

■ Galv. corrugated steel sheets, prime, 1.25 oz. zinc coating per sq. ft.; 10/3″ corrugations, 32″ wide after corrugations; length 6′-10′; BG 26; $10,500. Ref. No. PC/CTG/MISC/OSB. S.A. No. 275940. Nazrul Islam & Bros., 849/3 Naju Meah Lane, Chittagong.

■ Galv. corrugated annealed steel sheets, prime, 40 T.; and/or galv. plain annealed steel sheets, prime, 150 T.; and/or steel pipes, galv. and black, each 46,500 ft.; and/or hot rolled steel plates, sheared edge, carbon .33% max., shipped loose, 180 T.; and/or cold rolled steel sheets, commercial, mill edge, in unwrapped lifts of approx. 6,000 lb., 100 T.; and/or hot rolled steel sheets, commercial quality, oiled, in metal packages approx. but not more than 6,300 lb., 50 T.; various gauges, sizes; c&f Chittagong. Ref. No. PC/CTG/MISC/OSB. S.A. No. 310074. Mitco (Pakittan) Ltd., 15 Kurbanigonj, Sabdar Bldg., Chittagong.★

■ Corrugated iron sheets, 26 gauge, zinc coating 1.25 oz./sq. ft., lengths 6′-10′; width 36″ before corrugation, 32″ after; $10,500. Prices per l.t., c&f Chittagong. Ref. No. PC/CTG/MISC/OSB. S.A. No. 318209. Jahi Husein & Co., Ltd., 79 Khatunganj, Chittagong.

■ Galv. steel pipes, British threads and sockets, random lengths 18-22 ft., to ASTM A-120, dia. ½″-4″; $4,200; galv. steel corrugated sheets, 1.25 oz. zinc coating/sq. ft.; 10/3″ corrugations, ⅝″ deep, 32″ wide after corrugation; to ASTM A-361-58T, prime; BG 24, 26; 3′x6′, 7′, 8′, 9′, 10′; $4,200; m.s. plates, hot rolled, commercial, mill edge, carbon .33% max., regular quality, to ASTM A-415-58T; 4′x8′x¼″, 1/16″, 3/16″, ¼″; $2,100. Ref. No. PC/CTG/MISC/OSB. S.A. No. 315198. Moshraf Hossain, Station Rd., Chittagong.

■ Galv. steel corrugated sheets, 1.25 oz. zinc coating/sq. ft.; 10/3 corrugations, ⅝″ deep, 32″ wide after corrugation; length 6′-10′; packed in hand bundles of 150/200 lb.; to ASTM A-361-59T; BG 26; 3′x6′-10′; and/or galvanized steel pipes, British threads and sockets, random length 18-22 ft., to ASTM-120; dia. 1½″. 2″. 3″; approx. $10.500. Ref. No. PC/CTG/MISC/OSB. S.A. No. 306811. Abdul Subhan & Co., Vill. Keshua, P.S. Patiya, P.O. Islamabad, Chittagong.

■ Galv. steel corrugated sheets, 1.25 oz. zinc coating/sq. ft.; 10/3″ corrugations ⅝″ deep, 32″ wide after corrugation; to ASTM A-361-59T, prime; BG 26: 3′x6′-10′; $4 200; galv. steel pipes, British threads and sockets, random length 18-22 ft., to ASTM A-102, ½″-8″ dia.; $3.150; standard black pipes; dia. ½″-8″; British threads and sockets, up to 4″ dia.: American threads and sockets 5″ dia. and higher; sizes up to 6″ to ASTM A-120, over 6″ to API-5L; grade A or B; $3,150. Ref. No. PC/CTG/MISC/OSB. S.A. No. 283803. Qazi Nazrul Islam, Rangamati, Chittagong Hill Tract, Chittagong.

■ Galv. plain sheets, commercial, 1.25 oz./sq. ft. coating, to U.S. mills standard specification; 3′x6′-10′; BG 24. 26, 31. $10 500. Ref. No. PC/CTG/MISC/OSB. S.A. No. 277285. Pak Iron & Ridging Industries, Hatkhola, Barisal.

■ Galv. corrugated sheets, commercial, 1.25 oz. zinc coating per sq. ft.; 10/3″ corrugation, ⅝″ deep, 32″ wide after corrugation; length 72″-120″; to ASTM A-361-59T; BG 26. Ref. No. PC/CTG/MISC/OSB. S.A. No. 275-

404. Abdur Rashid Pramanik, Vill. Delua, P.O. Bel-Kuchi, Dist. Pabna.

■ Galv. corrugated iron and steel sheets, prime, commercial quality, coating 1.25 oz./sq. ft.; 10/3″ corrugation, 5/8″ deep, 32″ wide after corrugation; BG 24, 26; 3′x6′-10′; $10,500. Ref. No. PC/CTG/MISC/OSB. S.A. No. 262-799. Amzed Ali Mridha, Hatkhola, Barisal.

■ Galvanized steel corrugated sheets, prime, 1.25 oz. zinc coating per sq. ft.; 10/3″ corrugations, 5/8″ deep, 32″ wide after corrugation; packed in hand bundles of 150/200 lb., to ASTM A-361-59T; BG 26x6′-10′; $10,500. Ref. No. PC/CTG/MISC/OSB. S.A. No. 317575. Craftique, Quaid-e-Azam Rd., Pathantooly, Chittagong.

■ Galv. steel corrugated sheets, prime, 1.25 oz. zinc coating per sq. ft.; 10/3″ corrugations, 5/8″ deep, 32″ wide after corrugation; packed in hand bundles of 150/200 lb., to ASTM A-361-59T; 26 BGx6′-10′; $5,250; galv. steel pipes, prime quality, British threads and sockets, random lengths 18-22 ft., to ASTM A-120, 1/2″-4″; $5,250. Ref. No. PC/CTG/MISC/OSB. S.A. No. 314565. A. Majid & Co., Feringhee Bazar, Chittagong.

■ Galv. steel corrugated sheets, prime, 1.25 oz. zinc coating per sq. ft.; 10/3″ corrugations, 5/8″ deep, 32″ wide after corrugation; in hand bundles of 150/200 lb., to ASTM A-361-59T; 26 BGx6′-10′; $6.300; galvanized steel pipes, prime quality, British threads and sockets, random lengths 18-22 ft., to ASTM A-120, 1/2″-4″; approx. $4,200. Ref. No. PC/CTG/MISC/OSB. S.A. No. 274585. Md. Salimuddin, Pathantooly Rd., Chittagong.

■ Galv. steel corrugated sheets, prime, 1.25 oz. zinc coating per sq. ft.; 10/3″ corrugations, 5/8″ deep, 32″ wide after corrugation; in hand bundles of 150/200 lb., to ASTM A-361-59T; 26 BGx6′-10′; $4,200; galvanized steel pipes, prime, 1/2″-6″ diameter; British threads and sockets up to 4″ dia., American threads and sockets above 4″ dia.; to ASTM A-120; $4 200; m.s. plates, hot rolled, prime, mill edge, carbon .33% max., 4′x8′, to ASTM A-415-58T, thickness 1/8″-1″; $2,100. Ref. No. PC/CTG/MISC/OSB. S.A. No. 35520. Amanat Stores, 376 Korbaniganj, Chittagong.

■ Galv. corrugated sheets, commercial, 1.25 oz. zinc coating per sq. ft.; 10/3″ corrugation, 5/8″ deep, 32″ wide after corrugation; length 72″-120″; to ASTM A-361-59T; 26 BG; $10,500. Ref. No. PC/CTG/MISC/OSB. S.A. No. 263198. Lal Chand Khan Abdul Hossain, Jail Rd., P.O. Gaibanda, Dist. Rangpur.

■ Galv. iron plain sheets, prime, 1.25 oz. zinc coating, USG 16-36, 3′x6′ any or all gauges; $10,500. Ref. No. PC/CTG/404. S.A. No. 278355. Hasina Metal Industries, Maijdi Court, Noakhali.

■ M.s. angle, hot rolled, commercial, standard lengths 20 ft.; 7 mm x26, 32, 38 mm square, each 10 cwt.; 7 mm x51, 77, 64 mm square, each 5 tons; 10 mm x64 mm square, 1 ton; m.s. plates, hot rolled, Thomas commercial quality; 4′x8′x3.175 mm, 9.525 mm, 12,700 mm, 8 tons; 5′x10′x4.762 mm, 3 tons; galv. steel pipe, British threads and sockets, length 20 ft.; sizes 5″, 6″, each 100 ft.; steam pipe, British threads and sockets, sizes 5″, 6″, each 100 ft.; m.s. rails for trolley line, 300 ft.; galv. iron wire, 14 gauge, round, soft, 15 tons. Ref. No. PC/CTG/7. S.A. No. 280878. North Bengal Sugar Mills Co. Private Ltd., Gopalpur, Rajshahi.

■ Galv. plain steel sheets, open hearth, hot dipped, prime, 1.25 oz./sq. ft. coating; 3′x6′-10′; 16 BG-34 GSG; $10,500. Ref. No. PC/CTG/366. S.A. No. 300081. Zaman Metal Industries, 9 Bundel Rd., Chittagong.

■ Galv. corrugated sheets, 26 BG, commercial quality, 1.25 oz. zinc coating per sq. ft.; 10/3″ corrugation, 5/8″ deep, 32″ wide after corrugation; length 72″-120″; to ASTM A-361-59T; $10,500. Ref. No. PC/CTG/MISC/OSB. S.A. No. 309572. Asiatic Trading Corp., Jabber Bldg., Daroga Hat Rd., Chittagong.

■ Prime galvanized corrugated annealed sheets, 40 tons; and/or prime galvanized plain annealed steel sheets, 150 tons; and/or steel pipes, to ASTM A-120, galv. and black, each 46,500 ft.; and/or hot rolled steel plates, sheared edge, carbon .33% max., 180 tons; and/or cold rolled steel sheets, commercial, mill edge, 100 tons; and/or hot rolled steel sheets, commercial quality, oiled, in metal packages of approx. 6300 lb., 50 tons; various gauges, sizes. Ref. No. PC/CTG/MISC/OSB. S.A. No. 314158. Chanda Trading Corp., Jubilee Rd., Enayet Bazar, Chittagong.★

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

■ Galv. plain sheets, 3′x6′, gauge 31, prime and commercial quality, 1.25 zinc coating per sq. ft.; $10,500. Ref. No. PC/CTG/773. S.A. No. 144635. Quyyum & Co., 95 Jubilee Rd., Chittagong.

■ Galv. corrugated steel sheets, prime, 1.25 oz. zinc coating per sq. ft.; 10/3″ corrugations wide, 32″ wide after corrugations; length 6′-10′; BG 26; $10,500. Ref. No. PC/CTG/MISC/OSB. S.A. No. 286784. Salah Ahmed Sowdagar, 337 Khatunganj, Chittagong.

■ Galv. steel sheets, plain, prime quality, 1.25 oz. zinc coating per sq. ft.; 4′x8′, BG 16; 3′x6′, BG 20, 24; $10,500. Ref. No. PC/CTG/616. S.A. No. 284694. Chittagong Welding Works, 54 Sirajudulla Rd., Chittagong, Dewanbazar.

■ Galv. corrugated steel sheets, 1.25 zinc coating; 10/3″ corrugation, 5/8″ deep, 32″ wide after corrugation; prime quality; BG 26; length 6′-10′; packed 150/200 lb. hand bundles; $10.500; c&f Chittagong; fas and freight. 100% U.S. flag vessel. Ref. No. PC/CTG/MISC/OSB. S.A. No. 290805. Solaiman Stores, Hat Hazari Rd., Muradpur, Chittagong.

■ Galv. corrugated steel sheets, 1.25 oz. zinc coating; 10/3″ corrugation, 5/8″ deep, 32″ wide after corrugation; BG 26; length 6′-10′; packed 150/200 lb. hand bundles; $10,500; c&f Chittagong; fas and freight. 100% U.S. flag vessel. Ref. No. PC/CTG/MISC/OSB. S.A. No. 274946. Md. Fazu Meah Sowdagar, 222 Asadgonj, Chittagong.

■ Galv. corrugated steel sheets, 26 BG, corrugation 10/3″, zinc coating 1.25 oz./sq. ft., 32″ wide after corrugation, length 6 ft.; $10,-500; c&f. Ref. No. PC/CTG/MISC/OSB. S.A. No. 289109. S. B. Agha & Co., Strand Rd., Chittagong.

■ Galv. iron/steel corrugated sheets, 1.25 oz. zinc coating. 10/3″ corrugations, 6′-10′ long, 26 BG; $6,300; galv. iron/steel pipes, British threads and sockets, random lengths 18′-25′, dia. 1½″, 1″; $4.200. Ref. No. PC/CTG/MISC/OSB. S.A. No. 273424. Abdur Rahman Sowagar, 185 Khatoonganj, Chittagong.

■ Galv. corrugated steel sheets, prime, 1.25 oz. zinc coating, 10/3″ corrugation, 5/8″ depth, 32″ wide after corrugation, 3′x6′-10′, BG 26; $10,-500. Ref. No. OC/CTG/MISC/OSB. S.A. No. 309552. Shafique Brothers, P.O. Maijdi Court, Noakhali.

■ Galv. corrugated steel sheets, prime, 1.25 oz. zinc coating, 10/3″ corrugation, 32″ after corrugation, 6′-10′, BG 26; $10,500. 100% U.S. flag vessels. Ref. No. PC/CTG/MISC/OSB. S.A. No. 306561. A. Khan & Co., Station Rd., Feni, Noakhali.

■ Galv. plain sheets, prime, commercial quality, 1.25 oz. zinc coating/sq. ft.; 3′x6′, 3′x8′, 4′x8′; BG 30, GSG 31, BG/GSG 34; $10,500. 100% U.S. flag vessels. Ref. No. PC/CTG/1472. S.A. No. 279983. Mortuza Industrial Works, 15 Roomghata, Dewanbazar, Chittagong.

To be financed by loan not yet authorized. U.S. source. Quotation date April 26. SBC-170.

■ Tinplate, prime coke, 1.25 lb. coating, base weight 107 lb., gauge 30; 18¾″x28″, 20″x30″; packed in original export container of approx. 1 ton, on skids as usual; $21,000. Prices per l.t., c&f Karachi, fas cost and ocean freight indicated separately. Quotation date April 28. Subject to GSA Defense Materials Service Procedure. C. M. Khan, 9/99-100 Kaghzi Bazar, Karachi. Ref. No. ICA:OSB:BKS/1442. National Bank of Pakistan, Local Office, Opp. Boulton Market, Bundar Rd., P.O. Box 4840, Karachi 2.

■ Pig iron, prime quality, to ASTM A-43-60; $10.500. Quotation date April 27. Hajee Tawab Shah & Co., 45 Agamasih Lane, Dacca 2. Ref. No. FE/LC/OSB/38/13036/2402. National Bank of Pakistan, Foreign Exchange (Import) Dept., Local Office, Dacca.

To be financed by loan not yet authorized. U.S. source. 100% U.S. flag vessel. SBC-175.

■ Steel strip, cold rolled, to ASTM A-109-59T, No. 3 slit edge, No. 2 bright finish, No. 4 pinch pass temper, oiled; in coils; SWG 18x1 3/16″, 40 l.t.; SWG 24x4⅛″, 20 l.t.; SWG 20x1⅞″, 4 l.t.; SWG 20x3.125″, 200 l.t.; steel strip, Siemens-Martin, cold rolled, bright annealed, slightly rerolled, open hearth quality, deep drawing, sheared edges, oiled; in coils; SWG 12x4⅞″, 8 l.t.; SWG 14x5⅛″, 5 9/16″, 5 5/32″, 4 5/16″, respectively 3, 3, 5, 1 l.t.; SWG 16x 5⅞″, 6¼″, 6 1/16″, respectively 5, 5, 6 l.t. Coils to weigh approx. 200 lb. per inch of width; packed single paper, wrapped in 6,000 lb. gross max. secured coil groups, covered with bent waster sheets banded on skeleton platforms with runners 4″ max.; f.a.s. port of exit; sea freight mentioned separately. Capital Industries Ltd., Ahmed (Luxmi) Bldg., McLeod Rd., Lahore, W. Cable: EAGLECYCLE, Lahore.

■ Pig iron, to ASTM A-43-60; analysis: C 3.5-4%, Si 3.01-3.25%, Su .05% max., Ph. .31-.50%, Mn 1.01-1.25%; $10,500. M/s Paras Engineering Works, O/S Sarai Sultan, Lahore.

■ Electrolytic tinplate, bright finish, 0.25 lb. coating, unassorted, 18″x24″ and larger, B.W. 75/107; 100 T. Pakistan Tin Factory, 60 The Mall, Lahore. Cable: TINFACTORY JALLO, Lahore.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Local Office. Lahore. Quotation date April 27. Ref. No. FE/LC/OSB/76/6117. 100% U.S. flag vessel. Tinplate subject to GSA Defense Materials Service procedure. SBC-175.

■ Pig iron, foundry grade, to ASTM A-43-60; $5.250; tinplate, electrolytic/prime coke; 18″ x 24″ and/or 18¾″ x 28″ and/or 20″ x 30″; 30 gauge; coating 0.25/1.25; to QQ-T-425; $5,250; c&f. M/s Saleh Mohd Abdul Karim &

Co., South Napier Rd., New Chali, Karachi. Cable: KALIYA, Karachi.

■ Tinplate, electrolytic and/or prime coke, to QQ-T-425; 30 gauge; 18" x 26" and up or 18¾" x 28" or 20" x 30"; coating 0.25, 0.50 and 0.75 or 1.25; $10,500. 100% U.S. flag vessel. Prices per l.t., c&f Karachi; ocean freight indicated separately; usual export packing. M/s Latif Haji Karim, Mulji St., A-3 Gausala Bldg., Karachi 2. Cable: VALUEBLE, Karachi.

■ Tinplate, electrolytic and/or prime coke, to QQ-T-425; 30 gauge; 18¾" x 28" or 20" x 30"; coating 0.25, 0.50 and 0.75 or 1.25; $10,500. 100% U.S. flag vessel. Prices per l.t., c&f Karachi; ocean freight indicated separately; usual export packing. M/s Abdulhai Mohamed Jassat, Yusufali Alibhai Bldg., New Chali, Karachi.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Local Office, Opp. Boulton Market, Bunder Rd., P.O. Box 4840, Karachi 2. Quotation date April 22. Ref. No. ICA:OSB:BKS/1354. Tinplate subject to GSA Defense Materials Service procedure. SBC-175.

■ Pig iron, foundry grade FL-23, to ASTM A-43-60; $42 000; c&f. Quotation date April 27. Ref. No. ICA:OSB:BKS/1385. Messrs. Pak Engineers, 1st Fl., Aurangzeb Market, Office No. 20, Near Tajmahal Cinema, Bunder Rd., Karachi.

■ Tinplate, prime coke, 1.25 coating, bright, soft temper, to QQ-T-425, 107/108 B.W., 30 gauge, 18¾" x 28" and/or 20" x 30"; $5,250; c&f Karachi; machine cast foundry pig iron, to ASTM A-43-60; analysis: Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05 max., C 3-4.5%; $5,250; c&f Karachi. Quotation date April 27. Ref. No. ICA:OSB:BKS/1388. Mushtaq Ahmed, 95 Cotton Exchange Bldg., McLeod Rd., Karachi.

■ Pig iron, foundry grade FL-23, to ASTM A-43-60; $5 250; tinplate, prime/coke, gauge 30; to QQ-T-425; 18¾" x 28" or 20" x 30"; $5,250; c&f. Quotation date April 25. Ref. No. ICA/OSB/BKS/1357. Messrs. Central Corp., New Chali, Karachi.

■ Pig iron, machine cast foundry; approx. analysis: Si 2.5-3.25%, Ph .5% max., Mn .5-1.25%, Su .05% max., C .3-4.5%. $10,500; c&f Karachi. Quotation date April 24. Ref. No. ICA: OSB: BKS/1363. 100% U.S. flag vessel. Prices per l.t., fob/fas cost and freight quoted separately, particulars of packing to be indicated. Tariq Brothers, Amir Manzil, Rampart Rd., Karachi.

■ Pig iron, to ASTM A-43-60; $10,500; c&f. Quotation date April 25. Ref. No. ICA:OSB: BKS/1360. Pak Steel Mill Ltd., 129 Marriot Rd., Karachi.

■ Machine cast foundry pig iron, to ASTM A-43-60; approx. analysis: Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05 max., C 3-4%; $10,500. 100% U.S. flag vessel. Quotation date April 24. Ref. No. ICA:OSB:BKS/1357. Mohammed Shafi & Bros., Ireland St., Lawrence Rd., Karachi.

■ M.s. strips, high tensile, cold rolled, to ASTM A-109-59T; width 205 mm., in coils of 3' max. dia. and thickness of .0185"; $42,000. Prices per l.t., c&f Karachi; fob/fas cost quoted separately; particulars of packing to be indicated; 100% U.S. flag vessel. Quotation date April 24. Ref. No. ICA:OSB:BKS/1366. Metalex Corp., Ltd., Guramkhan St., Lawrence Rd., Karachi. Cable: ELECTFANS, Karachi.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Local Office, Opp. Boulton Market, Bunder Rd., P.O. Box 4840, Karachi 2. Tinplate subject to GSA Defense Materials Service procedure. SBC-175.

■ Foundry pig iron, ASTM A-43-60, easy to melt; $10,500. Quotation date April 23. Qureshi Persian Wheels Manufacturers, Railway Rd., Gujrat, W. Ref. No. FEX: 1988. National Bank of Pakistan, Rawalpindi Cantt.

■ M.s. billets, standard quality, prime, lengths 18 ft. or above, 2" x 2", rerolling quality; heat marks die stamped, accompanied by works test certificate; AISI No. CLOZO SAE 1020; $200,-000; c&f Karachi. Quotation date April 27. Chand Steel Re-Rolling Mills, 21 Shah Din St., Baghbanpura, Lahore 9. Ref. No. FE/LC/OSB/76/6117. National Bank of Pakistan, Lahore.

■ Malleable pig iron, to ASTM A-43-60, loose ingots; analysis: C 4%, Si 2.25-2.50%, Mn .75-1.00%, Ph .10-.20%, Su .05%; $60,000; c&f Chittagong, per l.t. Quotation date April 22. National Foundry & Engineering Works, Shyampur, P.O. Faridabad, Dacca 4, E. Cable: NAFEWORKS, Dacca. Ref. No. FE/LC/OSB/34/10796. National Bank of Pakistan, Foreign Exchange (Import) Dept., Local Office, Dacca.

■ Pig iron, prime quality, ASTM A-43-60; $10,500. Quotation date April 23. Eastern Foundry & Metal Works, 65 Baitul Mokarram Mosque, Dacca 2, E. Cable: ALHELAL, Dacca. Ref. No. FE/LC/OSB/35/10976. National Bank of Pakistan, Foreign Exchange (Import) Dept., Local Office, Dacca.

To be financed by loan not yet authorized. U.S. source. 100% U.S. flag vessels. SBC-175.

■ Electrolytic tinplates, prime, coating 0.25, gauge 30, 107 lb. base weight; 18¾" x 28" or 20" x 30"; $5,250. Subject to GSA Defense Materials Service procedure. Pig iron, grade FL-23 or alternative; $5.250. M/s Ismail Essa, 57 Mulji Jetha Market, Newnham Rd., Karachi 2. Cable: POLANI.

■ Tinplate, coating 0.25/1.25, gauge 30; 18¾" x 28" or 20" x 30"; to U.S. QQ-T-425; $10.500; c&f. Nooruddin & Co., 39 Sawami Naraya Bldg., Hasanali Efendi Rd., Karachi 2.

■ Machine cast foundry pig iron; ASTM A-43-60; approx. analysis: Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%. Su .05% max., C 3-4.5%; $10,500. Messrs. Sasi Bros., Bhagnari St., Karachi.

■ Electrolytic tinplate, prime, coating 0.25 lb., to U.S. QQ-T-425; 30 gauge; 18¾" x 28" and/or 20" x 30". A. Essak & Sons, Visramdas St., Mithadar.

■ Electrolytic tinplate, perfect quality, mainly 0.50 and 0.75 lb. coating and better, 107 lb. base weight, 30 gauge; 18¾" x 28", 20" x 30"; soft temper; packing each size under separate skid. usual grade. Electrolytic tinplate, 0.25 coating per base box, 112 sheets per package, 107 lb. base weight. 30 gauge; 18¾" x 28" and/or 20" x 30"; electrolytic tinplate, 18" x 24" and larger, assorted to size, 107 lb. B.W., 30 gauge. 0.25 coating, both sides bright, soft temper; electrolytic tinplate, 0.25 coating, both sides bright. 18" x 24" and larger 30 gauge and lighter. soft temper. All to U.S. QQ-T-425; $21.000; c&f Karachi. Prices per l.t., particulars of packing for each item indicated separately, fob/fas cost quoted separately. 100% U.S. flag vessel. Madni Tea & Trading Co., Dandia Bazar, Karachi 2. W. Cable: FLAVOUR.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Local Office, Opp. Boulton Market, Bunder Rd., P.O. Box 4840, Karachi 2. Tinplate subject to GSA Defense Materials Service procedure. Quotation date April 21. Ref. N. ICA:OSB:BKS-1141. SBC-175.

■ Electrolytic tinplate, bright, soft temper, drawing quality, U/A, 0.75 coating, 107 lb. B.W., 30 gauge, 18¾" x 28" and/or 20" x 30", to U.S. QQ-T-425; $10,500; c&f. Ref. No. ICA: OSB:BKS/1331. Abdul Majid & Bros., 168-A Gordhandas Market, Bunder Rd., Karachi.

■ Electrolytic tinplate, 0.25 coating, bright, soft temper, 18" x 24" and larger, 107/108 lb. B.W., 30 gauge, to QQ-T-425; $10,500; c&f Karachi; machine cast foundry pig iron, to ASTM A-43-60; approx. analysis: Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05 max., C 3-4.5%; $10,500. Ref. No. ICA:OSB:BKS/1340. Electro-Tex Enterprise, 4-A Lotia Chambers, Nicol Rd., Karachi.

■ Pig iron, to ASTM A-43-60; $10,500; tinplate, prime/coke and/or electrolytic, to QQ-T-425, 30 gauge, 18¾" x 28" or 20" x 30"; $10,500; c&f. Ref. No. ICA/OSB/BKS/1334. Messrs. Noorisco, S.R. 8-9 Liaquat Market Compound, Bunder Rd., Karachi.

■ M.s. strips, cold rolled, to ASTM A-109-59; 3"/24" x 10/30 gauge; $5,250; pig iron, to ASTM A-43-60, foundry grade; $10.500. Ref. No. ICA/OSB/BKS/1337. Messrs. Din Brothers, Old Bombay Co. Bldg., Wood St., Karachi.

■ Machine cast pig iron; approx. analysis: Si 2.01/2.25%, Su .05%, Mn .50/.75%, Ph .31/.50; $10.500. 100% U.S. flag vessel. Ref. No. ICA/OSB/BKS/1325. Ismail & Co., 51/11 Ghulam Hussain Kassim Rd., Garden West, Karachi.

To be financed by loan not yet authorized. National Bank of Pakistan, Local Office, Opp. Boulton Market, Bunder Rd., P.O. Box 4840, Karachi 2. U.S. source. Quotation date April 22. Tinplate subject to GSA Defense Materials Service procedure. SBC-175.

■ Machine cast foundry pig iron, to ASTM A-43-60; approx. analysis: Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3-4.5%. $10,500; c&f Karachi. Mazher Masood Vohra, 25 Cotton Exchange Bldg., McLeod Rd., Karachi. Quotation date April 21. To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Local Office, Opp. Boulton Market, Bunder Rd., P.O. Box 4840, Karachi 2. SBC-175.

■ Prime coke tinplate, U/A, to QQ-T-425, hot dipped, 1.25 lb. coating, 28-30 gauge; 18¾"x 28" and 20"x30"; and/or electrolytic tinplate, U/A, cold reduced, to QQ-T-425, coating 0.50 or 0.75 lb., gauges 28-32, 18¾"x28" and 20"x 30"; $10.500; c&f. 100% U.S. flag vessel; fas cost per l.t. and ocean freight indicated separately. Subject to GSA Defense Materials Service procedure. Ref. No. ICA:OSB:BKS/1381. Pakistan Dyes Mfg. Co., Ltd., Sultan Mansion, Rampart Row, Karachi 2. Cable: same.

■ Pig iron, foundry grade to ASTM A-43-60; $10 500. Ref. No. ICA:OSB:BKS/1387. Messrs. Anwar Metal Industries, Nicholson Rd., Off Lawrence Rd., Karachi.

■ Pig iron, foundry grade I, to ASTM A-43-60; $80.000. 100% U.S. flag vessel. Ref. No. ICA/1384. Eastern Mercantile Corp., Ireland Rd., Karachi.

To be financed by loan not yet authorized. U.S. source. Quotation date April 20. National Bank of Pakistan, Local Office, Opp. Boulton Market. Bunder Rd., P.O. Box 4840, Karachi 2. SBC-175.

■ Electrolytic tinplate, prime, U/A, to U.S. QQ-T-425; 30 G; 18¾"x28". 20"x30"; $10 500; c&f. Subject to GSA Defense Materials Service procedure. Foundry grade pig iron. to ASTM A-43-60: $10 500; c&f/fas. Sheikh Mohd Yunus, 96 Anarkali, Lahore.

■ Pig iron. to ASTM A-43-60; analysis: Si 3.0/3.5%, Mn .5/1.0%, Ph .6/1.0%, Su .05%

max., C 3.0/4.0%, $10,500, c&f Karachi. Chinab Engineering Works and Iron Foundry, Samundri Rd., Lyallpur. Cable: CHINAB ENGINEERING WORKS.

■ Machine cast foundry pig iron, to ASTM A-43-60; analysis: Si 2.75/3.5%, Su .04% max., Ph .7/1.0%, Mn .6/1.0%, C 3.0/3.8%; $10,500. 100% U.S. flag vessels. N/s New Foundry and Workshop (Regd.), Samundri Rd., Lyallpur.

■ Machine cast foundry pig iron, first grade; analysis: C 3-4%, Si 2.8-3%, Mn 1%, Su 04.% max., Ph .40% max.; $10,500; c&f Karachi. Sh. Mohammad Amine Mongla, Narowal, Distt. Sialkot, W.

■ Pig iron, to ASTM 43-60; analysis: C 3/4%, Si 3/3.5%, Mn 1%, Ph .40%, Su .05% max.; $10,500; c&f Karachi. M/S Supreme Metal & Foundry Works, College Rd., Gujranwala.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan. Local Office, Lahore. Ref. No. FE/LC/75/6068. Quotation date April 25. SBC-175.

■ Steel strips, CRCA, pickled and oiled, suitable for deep drawing purposes, dead soft, BG 16-26; sizes 8″, 7″, 5⅝″, 3¾″; ASTM A-100-59T; steel strips, HRCA; BG 16-26; sizes 8″, 7″, 5⅝″, 3¾″; ASTM A-303-58T; $42,000; c&f Karachi. Syed Bhais Ltd.. P.O. Box 483, 200 Ferozepur Rd., Lahore, W.

■ Pig iron; to ASTM A-43-60, Edition 1961; grade FL-23; analysis: Si 3.01-3.25%, Su .05% max., Ph .31-.50%, Mn 1.01-1.25%; $10,500. 100% U.S. flag vessel. M/s Fazilsons, Iron and Hardware Merchants, Ram Gali No. 2, Brandreth Rd.. Lahore.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan. Local Office, Lahore. Ref. No. FE/LC/74/6069. Quotation date April 24. SBC-175.

■ Foundry pig iron, various analyses; $105,000. M/s Tara Iron & Steel Industries. Ltd., Bayazid Bostami Rd., Chittagong. Cable: TARAIRON, Chittagong.

■ Cold rolled steel strips, to ASTM 109-59T, strapping quality, width ¾″, thickness 24 BG, in coils/rolls not exceeding 1½ T. in weight; $31,400. Ref. No. OSB/6/S. Pig iron, machine cast foundry grade, slabs of approx. 32 lb. each, to ASTM A43-60; analysis: C 3-4%, Si 2.75-3.25%, Mn 1-1.50%, Ph .40% max., Su .035% max; $42,000. Ref No. OSB/11/P. Tinplates, prime electrolytic, to U.S. QQ-T-425; 18¾″x28 1/16″, 20 5/16″x30⅝″; coating 0.25, 0.50, 0.75, $31,500. Subject to GSA Defense Materials Service procedure. Ref. No. OSB/16/T. C&f. Dawood Corp. Ltd., 92 Sadarghat Rd., Chittagong, E. Cable: YARNSUP, Chittagong.

To be financed by loan not yet authorized. U.S. source. National Bank of Pakistan, Chittagong. Quotation date April 21. Ref. No. FE/LC/OSB/4436/1879. SBC-175.

■ Galvanized plain sheets, commercial quality, coating 1.25 oz.; 3′x8′: BG 24. 26, 30; m.s. sheets, CRCA, to ASTM A-366-58T; 3′x8′; BG 28; m.s. plate, commercial quality, ASTM A-415-58T, carbon .33% max.; 4′x8′: ¼″, 3/16″; $10.500. S/A No. 235058. Mohd Ali, c/o Chiragh Din, Hamayun Bazar, Qila Sheikhupura.

■ Galv. plain sheets, commercial, coating 1.25 oz.; 3′x8′; BG 16-30; m.s. sheets, CRCA, to ASTM A-366-58T; 3′x8′; BG 24-30; galv. corrugated sheets, coating 1.25 oz.; 10/3″ corrugation, ⅝″ deep, 32″ wide after corrugation; lengths 96″-120″; BG 24, 26; m.s. sheets, hot rolled, commercial, in unwrapped lifts of approx. 6,000 lb., to ASTM A-415-58T; 3′x8′ or 4′x8′; BG 12-20; m.s. black pipe, with threads and sockets, to ASTM A-120, lengths 18-22 ft.; dia. 4″, 5″, 6″, 8″; $10,500. S/A No. 381141. Yasin Metal Stores, Kasera Bazar, Rawalpindi.

To be financed by loan not yet authorized. U.S. source. Quotation date April 20. SBC-172.

■ Cold rolled grain oriented electrical steel, in coils, to AISI M-5; high permeability electrical steel; m.s. sheets, drawing quality; $126,000; electrically welded steel pipes; $10,500; m.s. plates; $10,500; m.s. flats, beams, channels; $10,500; bright steel bars; die steel rounds, flats; high speed steel, tungsten 22%; $10.500. S/A No. 36817. Climax Engineering Co. Ltd., Climaxabad, G.T. Rd., Gujranwala, W. Cable: CLIMAX, Gujranwala.★

■ Cold rolled stainless steel sheets, AISI type 304 or 18/8 or 316, 2D finish, min. carbon contents; 3′x6′, 3′x8′, or 4′x8′; thickness 13-22 BWG; approx. $9,700; stainless steel wire, AISI type 304 or 18/8 or 3.6 min. carbon contents, in random lengths or coil, BWG 4 or 7/32″; $800. Subject to GSA Defense Materials Service procedure. S/A No. 368073. Pak-Alam Industries (Regd.), Commissioner Rd., Sialkot 1.

■ M.S. welding wire, bright, hard drawn, rimming quality; SWG 6, 8, 10; C .1%, Si .02%, Mn .4%, Su .03%, Ni low. Approx. $13.650. S/A No. 36507. The Pakistan Industrial Gases Ltd., 118 G.T. Rd., Lahore 15. Cable: PINC, Lahore.

■ Steel spring wire, high tensile, double dip coppered; 95/115 tons tensile; in one length coils of approx. 200/250 lb. each; wrapped in waterproof paper; gauges 8 through 17, 17½, in equal weights; or, galv. plain steel sheets, prime commercial quality, 1.25 oz. zinc coating, gauges 22-30, size 4′x8′. Quotations must be followed with samples of spring wire; $10,500. 100% U.S. flag vessel. S/A No. 355981. National Iron Store, Seddar Bazar, Toba Tek Singh, Distt. Lyallpur.

To be financed by loan not yet authorized. U.S. source. Quotation date April 21. SBC-172.

■ Galv. steel corrugated sheets, 1.25 oz. zinc coating per sq. ft.; 10/3″ corrugations, ⅝″ deep, 32″ wide after corrugation; to ASTM A-361-59T; 3′x6′-10′; BG 26; m.s. plates, hot rolled, commercial, mill edge, carbon .33% max.; 4′x8′x⅛″-1½″; to ASTM A-415-58T; $10 500. S/A No. 272300. Ghulam Akber, Natum Bazar, Jammura, P.O. Miahbazar, Comilla.

■ Galv. corrugated steel sheets, coating 1.25 oz. per sq. ft.; 10/3″ corrugation, ⅝″ deep; 6′-10′; BG 24, 26; galv. iron pipes, ASTM, British thread both ends, screwed, ½″-4″; galv. plain steel sheets, zinc coating 1.25 oz./sq. ft.; 31 BG; 31, 32, 34, 36 GSG; m.s. plates, first class commercial quality, hot rolled; 4′x8′x¼″, ⅛″, 3/16″, ⅜″; $10,500. S/A No. 271063. Zahid Jamal & Bros., 156 Majhirghat Rd., Chittagong.

■ Galv. plain sheets, prime commercial quality, coating 1.25 oz. per sq. ft.; 3′x6′; BG 31, 32; $10,500. S/A No. 257751. Ref. No. PC/CTG/407. J. B. Metal Industries, 64 Battali Rd., Chittagong. Cable: same.

■ Galv. corrugated steel sheets, prime, 1.25 oz. zinc coating per sq. ft. both sides; 10/3″ corrugations, ⅝″ deep; BG 26; 3′x6′-10′; $10.500. S/A No. 284787. Rashid Corp., 12 Enayet Bazar Rd., Chittagong. Cable: RASCO.

■ Galv. corrugated steel sheets, commercial coating 1.25 oz. per sq. ft.; 10/3″ corrugation, ⅝″ deep; 6′-10′; BG 24, 26; galv. iron pipes, new, ASTM, British thread both ends, screwed, ½″-4″; galv. plain steel sheets, coating 1.25 oz./sq. ft.; BG 31; GSG 31, 32, 34, 36; m.s. plates, first class commercial quality, hot rolled; 4′x8′x¼″, ⅛″, 3/16″, ⅜″. $10,500. S/A No. 275945. Amir Hamza Sowdagar, West Dhemsha, Satkania, Chittagong.

■ Galv. corrugated steel sheets, prime, 1.25 oz. zinc coating; 10/3″ corrugation, 32″ wide after corrugation; length 6′-10′; BG 26; $5,250; galvanized steel pipe, British thread and socket, single random length 18′-22′, seamless welded; dia. ½″, 1″, 1½″, 2″, 3″; $5.250. S/A No. 324214. M. Abu Jafar Khan & Bros., Dacca Trunk Rd., Pahartali, Chittagong.

■ CRCA sheets, bright new material, prime, 8′x3′; gauges 26-30; approx. 22 T.; CRCA sheets, bright new material, prime; gauges 26-31; sizes 20″x28″, 24″x72″, 18″x50″, 24″x 50″, 18″x24″, 20″x30″, 35″x96″, 24″x28″, each 3 T.; tin mill black plates, prime, 6′x3′; gauges 31, 32; 15 T; all in skids of one ton each; c&f Chittagong. S/A No. 291511. Jamal Rashid & Bros., Bibirhat, Sholashahar, Chittagong.

■ Galv. steel sheets, prime, plain, annealed, 1.25 oz. zinc coating per sq. ft.; 3′x6′-10′; USG 31, 32, 34, 36; Apollo or Tufkote brand, or equal; $6,300; B.P sheets, CRCA/HRCA; 3′x6′ and 8′, BG 14-18, 26-30; 4′x8′, BG 20, 22; $4 200. S/A No. 308469. Ref. No. PC/CTG/649. M. A. Rashid & Co., 242 Feringhee Bazar Rd, Kabiraj Bldg., Chittagong. Cable: same.

■ CRCA sheets, bright new material, prime; 8′x3′; gauges 26-30; approx. 22 T; CRCA sheets, bright new material, prime, gauges 26-31; sizes 20″x28″, 24″x72″, 18″x50″, 24″x50″, 18″x24″, 20″x30″, 35″x96″, 24″x28″, each 3 T; all in skids of one ton each; c&f Chittagong. S/A No. 275938. The Peoples Industrial Workers Cooperative Multipurpose Society Ltd., Chittagong.

To be financed by loan not yet authorized. U.S. source. Quotation date April 26. SBC-172.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

■ M.s. sheets, cold rolled, close annealed, dull finish, oiled; to ASTM A-366-58T or ASTM A-365-58T; 36″x96″; 24 gauge, 25 T.; 26 and 28 gauge, 20 T. each. In strong steel envelopes, on skids, in packages of not more than 2,000 or 4,000 lb.; details of packing for each item indicated separately. Prices per l.t., f.a.s. U.S. port, c&f Karachi. 100% U.S. flag vessel. S/A No. 391430. Quotation date April 28. U.S. source. To be financed by loan not yet authorized. M/S Kruddson Ltd., Kruddson Bldg., South Ave., S.I.T.E., Karachi 16. SBC-172.

■ Galv. iron plain sheets, coating 1.25, ASTM A-361-59T, gauges 16-30, standard sizes; m.s. sheets, CRCA, ASTM A-366-58T, gauges 16-30, standard sizes; m.s. plates, ASTM A-415-58T, thickness ⅛″-2″; approx. $10.500. IL No. 366217. Kathiawar Muslim Cloth House, D/42 1800, Shahi Bazar, Hyderabad.

■ Galv. plain sheets, commercial quality, coating 1.25 oz., 3′x8′; BG 26, 28; m.s. sheets, CRCA, to ASTM A-366-58T, 3′x8′, 26 BG; approx. $10,500. IL No. 340078. Pak Cigarette Store, Railway Rd., Gujrat.

■ Electrical steel sheets, cold rolled, fully processed; core loss 2.18 watts/kilo at 10,000 V, 50 cycles, M43; .0185″x34½″x92″, 36″x

96", 27"x81"; 1/32"x27"x81", 34½"x92"; approx. $8,400; carbon steel bars, hot rolled, C-1038, special quality; 2", 2¼", 2¾" dia.; approx. $2,100. IL No. 366816. Supreme Electrical Industries, Ltd., Czernin Palace, Bank Square, The Mall, Lahore. Cable: SUPREME, Lahore.

■ Steel sheets, galvanized, plain, to ASTM A/93-58T, acid Bessemer, basic open hearth and electric, zinc coating 1.25 oz./sq. ft., both sides bright and super; 36"x96"; BG 24-30. 100% U.S. flag vessel. Approx. $10,500. Prices per l.t., f.o.b. and freight rates to Karachi for each size indicated separately. IL No. 235457. Bombay Brass Works Co., Outside Eminadabi Gate, Gujranwala, W.

■ Galv. iron plain sheets, ASTM A-361-59T, gauges 16-30, coating 1.25, standard sizes; m.s. sheets, CRCA, ASTM A-366-58T, gauges 16-30, standard sizes; m.s. plates, ASTM A-415-58T or standard thickness ¼"-2"; approx. $10,500. IL No. 366524. Iqbal Cloth Store, 179 New Cloth Market, Hyderabad, W.

■ Galv. iron plain sheets, ASTM A-361-59T, gauges 16-30, coating 1.25, standard sizes; m.s. sheets, CRCA, ASTM A-366-58T, gauges 16-30, standard sizes; m.s. plates, ASTM A-415-58T or standard thickness ¼"-2"; approx. $10,500. IL No. 366523. Ahmed Abba & Sons, D/42-1809/10 Shahi Bazar, Near Khumbati Lane, Hyderabad, W.

■ Galv. steel sheets, open hearth, prime commercial quality, 1.25 oz. zinc coating per sq. ft. both sides, plain; 3'x8'; BG 24, 26, 30; approx. $10,500. 100% U.S. flag vessel. IL No. 369528. M. Saeed Saghir & Co., Diwan St., Brandreth Rd., Lahore, W.

■ M.s. plates, hot rolled, commercial, mill edge, 6'x3' or above, thickness ⅛"-1"; approx. $10,500; c&f Karachi. Prices per l.t.; particulars of packing for each item to be indicated, fob/fas cost and freight quoted separately, 100% U.S. flag vessels. IL No. 366299. Fine Furniture Mart, Chowk Beadon Rd., Lahore.

■ G.I. plain sheets, gauges 26-30, commercial quality, coating 1.25 oz. per sq. ft., 3'x8'; approx. $10,500. 100% U.S. flag vessel. IL No. 367529. Rehman Sewing Machine Co., Outside Delhi Gate, Multan City, W.

■ Galv. plain steel sheets, commercial, coating 1.25 oz. zinc; 36"x96"; BG 24-30; approx. $10,500. IL No. 366022. Sh. Mohd Rafiq Mohd Shaffi, Inside Lahori Gate, Kasur, W.

■ Joists; 7"x4"x42'; 6"x3⅝"x40'; 5"x3"x40'; approx. $10,500. 100% U.S. flag vessel. IL No. 339368. Ch. M. Sarwar Shadim Hussain, Railway Rd., Gujarkhan, W.

■ G.I. plain sheets, coating 1.25, ASTM A-361-59T, gauges 16-30, standard sizes; m.s. sheets, CRCA, ASTM A-366-58T, gauges 16-30, standard sizes; m.s. plates, ASTM A-415-58T, thickness ⅛"-2"; approx. $10,500. IL No. 383597. Suleman Bros., Siroghat, Market Rd., Hyderabad, W.

■ Steel sheets, hot rolled, commercial quality, 8'x4', gauges 10 and 12, mill edge, to ASTM-415; approx. 15 T.; steel plates, hot rolled, carbon .33% max., 8'x4', thickness 3/16"-1"; approx. 47 T. IL No. 381030. Azad Pakistan Hardware & Electric Store, Lower Mall, Murree.

■ Galv. corrugated steel sheet, commercial quality, 1.25 oz. coating/sq. ft., to ASTM A-361-59T, 3'x8', BG 24 and 26, 10/3" corrugation; galv. plain steel sheets, commercial quality, 1.25 oz. coating/sq. ft., to ASTM A-361-59T, 3'x8', BG 26 and 30; cold rolled steel sheet, close annealed, mild, commercial quality, pickled and oiled, to ASTM A-366-58T, in waterproof paper lined container not exceeding 6,000 lb.; 3'x8'; BG 28, 30; approx. $10,500; c&f Karachi. 100% U.S. flag vessel. IL No. 381138. Ali Butt & Sons, Ratta Rd., Rawalpindi.

■ M.s. sheets, CRCA, prime commercial quality; 8'x3'; gauges 26, 28, 30; galv. plain sheets, 1.25 oz. zinc coating, prime commercial quality; 8'x3'; gauges 28, 30; approx. $10,500. IL No. 382081. Khore Traders, Main Bazar, Westridge, Rawalpindi.

■ Cold rolled steel sheets, dull finish, any size, 18 BG, approx. $10,500. 100% U.S. flag vessel. IL No. 338716. Huma Traders, 590-B Satelite Town, Rawalpindi.

■ Galv. corrugated steel sheet, commercial quality, 1.25 oz. per sq. ft. coating, to ASTM A-361-59T; 3'x8'; BG 24, 26, 10/3" corrugation; galv. plain steel sheets, commercial, 1.25 oz. coating per sq. ft., to ASTM A-361-59T; 3'x8'; BG 26, 30; steel sheets, CRCA, mild, commercial quality, pickled and oiled, in waterproof paper lined containers of not more than 6,000 lb., to ASTM A-366-58T; 3'x8'; BG 28, 30; approx. $10,500; c&f Karachi. 100% U.S. flag vessel. IL No. 381136. Ali Butt Auto Stores, 528-A Mohanpura, Rawalpindi, W.

To be financed by loan not yet authorized. U.S. source. Quotation date April 23. SBC-174.

● **PHILIPPINES**—Reinforcing steel, 178,500 kgs.; 178,500 kgs. structural steel; 10 sets of Sluice gates. Tender No. 1-lb-2, bid deadline June 16. Prequalification, proposal forms, specifications, contract forms available at $5.00 per set from General Manager, National Waterworks & Sewerage Authority, 176 Arroceros, Manila.

● **TURKEY**—Wire rope, galvanized, ½" thru 3½" circumference, hemp core, 6 x 19, 6 x 24 and 6 x 37, approx. 38,288 kgs., right hand ordinary lay. Tender No. 3001-45, bid deadline April 21. Denizclik, Bankasi T. A. O., Malzeme Mudurlgu. Bahcekapi, Istanbul.★ (Telephone: 202 WO 7-2363).

333 Primary Smelting, Refining of Nonferrous Metals

GERMANY—Tin, pure or alloyed. Hans Laurich (manufacturer, wholesaler), 477 Eckenheimer Landstrasse, Frankfurt/Main. WTD 3/10/64.

■ **KOREA**—Zinc slabs, 17 m.t., 99.5% min. zinc, Asarco, or equal. Ref. No. FFO-SAI-4-96. Quotation date April 25. Dong Yang Gong Up Co., Ltd., P.O. Box Central 904, Seoul. C&f Inchon, U.S. flag vessel.

■ Zinc slabs, 16 m.t., prime Western grade, 99.5% min. zinc, 1.6% max. lead, 0.08% max. iron. C&f Pusan, 100% U.S. flag vessel. Quotation date April 27. Ref. No. FFO-SAI-4-97. Kukdong Steel Co., Ltd., No. 126 Rak-min Dong, Dong Rai Ku, Pusan.

Both for PA No. 489-901-456-4202. Limited worldwide (901). Copies of all offers made should be sent airmail to: Bank of Korea, Attn: AID Section, and to: Director, U.S. AID, c/o American Embassy, Seoul. SBC-177.

■ **TURKEY**—Zinc, special high grade, high grade, prime Western to ASTM-B6 58. IL No. 2847. Loan No. 277-H-043. U.S. source. Quotation date April 15. Rabak Elektrolitik Bakir ve Mamulleri A.S., Topagclar Cad., No. 37-Kagithane, Istanbul, Cable: RABAKAS, Istanbul. SBC-179.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **COLOMBIA**—Supply of 1,641,000 yd. seamless unalloyed copper tubing. Tender No. 000004, bid deadline April 30. Instituto Nacional de Fomento Municipal, Centro Administrativo Nacional, Piso 30, Bogota.★ (Telephone: 202-WO 7-2162).

GERMANY—Sheets, strips, of copper and zinc; various sizes. Hans Laurich (manufacturer, wholesaler), 477 Eckenheimer Landstrasse, Frankfurt/Main. WTD 3/10/64.

● **INDIA**—35 tons electrolytic copper wire bar. Tender No. HE/B/PPX/222/339, bid deadline May 13. Manager, Purchasing & Main Stores, Heavy Electricals (India) Ltd., P.O. Box 46, Bhopal. Tender documents available for $1.05 each, from India Supply Mission, (Ref.: D/ENQ/954), 2536 Massachusetts Ave., NW., Washington, D.C., 20008.

PAKISTAN—Copper strips and wire. Brush Rahman Ltd. (manufacturers, exporters), Attar Singh Bldg., The Mall, Lahore. WTD 3/17/64.

336 Nonferrous Foundries

GERMANY—Non-ferrous metals, scrap metals and residues; importing distributor requests replies with price quotations cif Rotterdam. Kloeckner & Co., Abt. Metalle, 54 Muelheimer Strasse, 41 Duisburg. WTD 5/21/63.

Ferrosilicon, 45, 75, and 90% Si; ferromanganese affine, 1 and 2% C; calcium silicide; ferro molybdenum or molybdenite concentrates; importing distributor requests replies from manufacturers only with price quotations cif European ports. Direct purchase or agency representation. Carl Snaeter GmbH, 41 Duisburg, Postfach 22. WTD 11/19/62.

ITALY—Special metal alloys for making dies; requests replies in French. Direct purchase and agency. Carlo Brivio, Via E. Forlanini 65, Milan. WTD 2/19/64.

342 Cutlery, Hand Tools, General Hardware

★★**AUSTRALIA—Trade Mission**

Sales company seeks lines of air tools, air control equipment, particularly air operated stapling, nailing machines. Air Power Service, 540 Pacific Highway, St. Leonards, N.S.W. NCIA. I.R. 119.

Distributor of industrial equipment seeks lines of hand, portable power tools. James Munday & Co., Lord St., Botany, N.S.W. WTD 2/24/64. I.R. 87.

● **BURMA**—Pipe fittings, galvanized malleable, BSP thread, assorted quantities (large order), sizes and types including elbows, tees, reducers, plugs, caps, unions, bushings. Tender No. 30/05/63-64 (P), bid deadline April 27. People's Stores Corp., c/o Chief of Economic Division, Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● Nails, 410 L/ton, steel spike, assorted sizes; panel pins, 12 tons, brass, assorted sizes. Tender No. 32/05/63-64 (P), bid deadline April 30. Peoples' Stores Corp. c/o Chief of Economic Division. Foreign Office. Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

ENGLAND—Domestic tableware; stainless steel ware; kitchen gadgets; home bar accessories. Wigmore Distributors Ltd. (importers), 15 Chiltern St., (Baker Street) London, W.1. WTD 3/6/64.

GERMANY—Plumbing tools, all types. Hans Laurich (manufacturer, wholesaler), 477 Eckenheimer Landstrasse, Frankfurt/Main. WTD 3/10/64.

Metal cutting bandsaw blades, normal quality, widths. 1", 1¼", 1½", 2". Petzing & Hartmann (manufacturer), 158-168 Liepziger Strasse, Kassel-Bettenhausen. WTD 3/10/64.

★★ NEW ZEALAND—Trade Mission

Importer wants distributorship of U.S. manufacturer of chain saws, attachments, lumber industry tools in general. Frank M. Winston Merchants Ltd., 71-77 Customs St. East, Box 2195, Auckland C.1. WTD 12/20/63. I.R. 173.★

Importer desires additional sources of supply of stainless steel kitchen ware. R. L. Bowden Ltd., P.O. Box 2377, Auckland. I.R. 257.★

Importer wants supplier of head tools, socket wrenches. Arthur Martin Ltd., P.O. Box 2748, 16-18 Fanshawe St., Auckland, C.1. WTD 11/8/63. I.R. 232.★

PAKISTAN—All types of hardware; for furniture, motor vehicles, railroad cars, builders. Direct purchase and agency. Pakland Trading Corp., (suppliers, manufacturer's agents), C&MG Bldg., 48 The Mall, Lahore. WTD 1/24/64.

343 Heating Apparatus, Plumbing Fixtures

★★ AUSTRALIA—Trade Mission

Manufacturer seeks line of window and door screening. J.F. Barter Mfg., George St., Bexley, N.S.W. I.R. 157.

★★ GERMANY—Trade Mission

Plumbing and heating equipment for use in residential construction projects. Firm desires distributorship for cast iron radiators. Possehl Eisen und Kohlen Gesellschaft m.b.H., Beckergrube, Luebeck. I.R. 2.

★★ NEW ZEALAND—Trade Mission

Firm wishes to import directly or act as agent for U.S. manufacturers for room heating units and residential, commercial, industrial heating equipment. Temperature Control Ltd., Box 13, Otahuhu, Auckland, I.R. 310.★

VENEZUELA—Domestic metal incinerators (not portable). Direct purchase and exclusive agency. Requests replies in Spanish. S.A. Venezoland de Estudios y Representaciones Guinand, "S.A.V.E.R. Guinand," Apartado 668, Caracas, Reducto a Glorieta N° 77-2, Caracas. WTD 11/29/63.

344 Fabricated Structural Metal Products

★★ GERMANY—Trade Mission

Roofing material for use on flat roofs. H. Pfeil, Heidestrasse 54, Frankfurt/Main. I.R. 23.

Roofing materials for flat roof decks. Georg Eicken, Auf dem Reuterhamm 9, Bremerhaven-L. I.R. 4.

Suspended or hung ceiling systems. Ernst Winde, Stilfserjoch Strasse 44, Munich. I.R. 40.

Aluminum siding. H. Huetzen GmbH, Greefsallee 51, 406 Viersen/Rheinland. I.R. 85.★

Aluminum sliding windows and doors for assembly in Germany; aluminum screens; shower enclosures. Behrens, Glogner & Co., Buergerweide 10 B, Hamburg 26. I.R. 7.

Coated metal sheets suitable for fabrication into sandwich wall panels for building construction. Industrie-Agentur Becker & Co., Donandtstr. 4, Bremen. WTD 4/3/63. I.R. 10.

MOROCCO—Jalousie and swing-out awning windows for building purposes. Quotations Casablanca. Direct purchase and agency. Daudon et Fabien (manufacturers' agent), 22, rue de Libourne, Casablanca.

● **THAILAND**—Steel superstructure for support of railway bridge spans. Bid deadline May 28. State Railway of Thailand, Yod-Se, Bangkok. Specifications, conditions and drawings available for review only in Building Materials & Construction Industries Division, BDSA-306, U.S. Department of Commerce, Rm. 4012, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

348 Fabricated Wire Products

★★AUSTRALIA—Trade Mission

Manufacturer seeks line of oil fired home furnaces. J.F. Barter Mfg., George St., Bexley, N.S.W. I.R. 157.

349 Fabricated Metal Products

● **IRAN**—Paper backed aluminum foil, 33,000 bobbins, core dia. 58 mm., 1000 meters per bobbin. Width of bobbins varies from 83 mm. to 117 mm.; weight of paper per sq. meter varies from 30 grams to 50 grams. Bid deadline June 6. Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3003).

351 Engines, Turbines

MEXICO—Gasoline engines, internal combustion engines. Construcciones Industriales Mecanicas, S.A. (importer, retailer, manufacturer), General Sabino No. 3093, Esq. Calle 5; Mexico, D.F. WTD 2/13/64.

352 Farm Machinery

See also SPECIAL TRADE LEADS on page 29.

★★ AUSTRALIA—Trade Mission

Wholesaler desires to purchase electrostatic flocking machines. Apex Display Co., 4 Talford St., Glebe, Sydney, N.S.W. I.R. 140.

★★ GERMANY—Trade Mission

Small size soil aerator. A. Tramann & Sohn, 91er Strasse 5-5a, Oldenburg (Oldb). I.R. 9.

■ **NIGERIA**—Agricultural equipment, 37 items, including chain link fences, gates, posts, hand trucks, garden rakes, cultivators, shovels, sprinklers, ladders. Quotation No. 7103. Bid deadline April 22. U.S. source. Contract between Michigan State University and University of Nigeria, College of Agriculture, Nsukka, E. Copies of specifications, additional information from, quotations submitted to: Purchasing Dept., Michigan State University, 210 Miles Bldg., 1405 S. Harrison Rd., East Lansing, Michigan, Attn: Richard P. Kasuba, on basis of fob Navlines, Int'l. Port Facilities, Attn: Chas. Hurlbert, Bldg., 202D, Clipper St., Port Newark, N. J., also quote cif Port Harcourt, Nigeria. SBC 171.★

■ Circle bulk feed tank, equipment; waterers; feed truck; basket dividers; incubators, 32 items; various Nos. taken from Jamesway catalog, for reference only, or equal. Quotation No. 7106. Bid deadline April 27. Contract between Michigan State University and The University of Nigeria, Nsukka, Eastern. U.S. source. Copies of specifications from quotations should be submitted to: Purchasing Dept., Michigan State University, 210 Miles Bldg., 1405 S. Harrison Rd., East Lansing, Michigan, Attn: Richard P. Kasuba, on basis of fob Navlines, Int'l. Port Facilities, Attn: Charles Hurlbert, Bldg., 202D, Clipper St., S. Port Newark, New Jersey. SBC-180.

353 Construction Machinery

★★ AUSTRALIA—Trade Mission

Wholesaler-retailer seeks material handling equipment on agency basis. Norman N. Benson Pty. Ltd., 520 Gardeners Rd., Mascot, N.S.W. WTD 3/12/64. I.R. 94.

Importer seeks source of supply for repair parts for crawler tractors. New South Wales Tractor Supplies, 2 Onchandleigh St., Yennora, N.S.W. I.R. 144.

Distributor of industrial equipment desires lines of materials handling equipment. James Munday & Co., Lord St., Botany, N.S.W. WTD 2/24/64. I.R. 87.

Wholesaler seeks diesel powered portable air compressor of 100 to 1,200 cfm; mine or quarry mobile drilling equipment lines not represented in Australia. Blackwood & Hodge Pty. Ltd., Ferndel St., Granville, N.S.W. WTD 9/20/63. I.R. 141.

Manufacturer seeks to purchase designs for portable conveyors, elevators, light duty package unit belt conveyors for specific models; will import other models to round out line. K. G. Coles & Co. Pty. Ltd., 17 Bourke Rd., Alexandria, N.S.W. WTD 3/3/64. I.R. 164.

Manufacturer needs materials handling equipment for new plant. Amalgamated Wireless Australasia Ltd., 47 York St., Sydney. I.R. 17.

Importer seeks materials handling equipment for distribution in Australia. L. Williams Bros., 245 Oxford St., Bondi Junction, Sydney. I.R. 36.

Importer seeks agency for plant and materials handling equipment. George Cohen Sons & Co., 15 Derby St., Lidcombe, N.S.W. WTD 6/27/62. I.R. 3.★

● **BURMA**—75 double side tipping mine cars, capacity 27 cu. ft, gauge 2', width 3', height 3.6', length (including buffers) 7', weight 1045 lb., wheel base 2 ft., U-V shape. Tender No./Vehicle/8/OTE/22/64, bid deadline May 4. Chairman, People Stores Corp., Motor Vehicles & Other Transport Equipment Section, Burma Asiatic Bldg., 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5566).

● **COSTA RICA**—2 diesel-mechanical, underground mine locomotives, 7½ m.t., 30" gauge track, for tunnel work. Tender No. 1009, bid deadline May 6. Hugo Castro B., Jefe Proveeduria, Instituto Costarricense de Electricidad (I.C.E.), Aptdo. 32, San Jose. Specifications in Spanish. All correspondence requested in Spanish.★ (Telephone: 202-WO 7-4317).

★★ GERMANY—Trade Mission

Used road building and earth moving equipment. Impex Handelsgesellschaft, Rembertistrasse 108, 28 Bremen. WTD 3/18/63. I.R. 25.

Large, diesel powered frontend loaders for use with granular material. A. Tramann & Sohn, 91er Strasse 5-5a, Oldenburg (Oldb.). I.R. 9.

Distributorship for light construction equipment such as earth moving and grading. Josef Bautz GmbH, Mittelbergstr. 39, Saulgau/Wuertt. WTD 1/15/62. I.R. 79.

Special machinery for opening up hairline cracks in concrete pavements ¼" to 2" deep by ¼" to 1" wide for subsequent filling with sealants. Possehl & Co. GmbH., Schiersteiner Str. 19-21, Wiesbaden. WTD 6/10/63. I.R. 16.

Machinery for application of polyesters and epoxies to damaged concrete surfaces. Possehl & Co. GmbH., Schiersteiner St., 19-21, Wiesbaden. WTD 6/10/63. I.R. 16.

Machinery using high pressure water for removal of damaged concrete. Possehl & Co.

GmbH., Schiersteiner Str. 19-21, Wiesbaden. WTD 6-10-63. I.R. 16.

Machinery equipment for use on streets and runways. Non-slip type. Possehl & Co., GmbH., Schiersteiner Str. 19-21, Wiesbaden. WTD 6/10/63. I.R. 16.

■ **INDIA**—Crawler tractor, 60" gauge, powered by 4-cycle turbo-charged diesel engine, 100 hp, flywheel, with gasoline starting engine, including 12 v. electric starter, blower fan, crank case guard, hood side doors, power shift transmission, 15" triple grouser, electric lighting system; 80" wide quarry bucket, 1¾ cu. yd. capacity, including 8 welded type teeth; spare parts for 2 years' consumption. Ref. No. 19(7)/63-Aid.II. IL No. P/CG/2040645/R/DL/18/C/H/18 CG. III. Loan No. 386-A-032 (AID loan No. 157). U.S. source. Quotation date May 2. Madras Cements Ltd., Ramamandiram, Rajapalaiyam, S. Rly., where additional information is available. SBC-169.

MEXICO—Hoists, to be mounted on trucks. Construcciones Industriales Mecanicas, S.A. (importer, retailer, manufacturer), General Sabino No. 3093, Esq. Calle 5; Mexico, D. F. WTD 2/13/64.

354 Metalworking Machinery

★★ AUSTRALIA—Trade Mission

Distributor desires agency for surface grinders, universal grinders, vertical milling machinery, vertical lathe, horizontal boring mills; specialty numerical control machine tools. Brown & Dureau Ltd., 428 George St., Sydney, N.S.W. WTD 7/30/63. I.R. 99.

Importer desires to represent lines of industrial equipment including single spindle automatics, large radial drills, bolt making machines, specialty machine tools. William Adams & Co., G.P.O. 3995, Sydney, N.S.W. I.R. 142.★

Importer seeks agency for machine tools. George Cohen Sons & Co. Pty. Ltd., 15 Derby St., Lidcombe, N.S.W. WTD 6/27/62. I.R. 3.★

Wholesaler seeks welding equipment. Messrs. Kennilly Industries, P.O. Box 30, Baulkham Hills, Sydney, N.S.W. NCIA. I.R. 85.

Wholesaler-retailer seeks new lines of machine tools on agency basis. Norman N. Benson Pty. Ltd., 520 Gardeners Rd., Mascot, N.S.W. WTD 3/12/64. I.R. 94.

Distributor of industrial equipment seeks chucks and other work holders; cutting tools. James Munday & Co., Lord St., Botany, N.S.W. WTD 2/24/64. I.R. 87.

Manufacturer seeks lines of specialty machine tools for distribution in Australia. Modern Tools Pty. Ltd., 414 Botany Rd., Alexandria, N.S.W. I.R. 149.

Importer seeks agency or distributorship for machine tools. Special interest in surface grinders with horizontal spindle; bar-cutting machines with dia. capacity of 6-14"; cold sawing equipment with insertable circular blade; tangential die-type screwing machine up to 8" dia. Gibson Battle & Co. Ltd., 535 Kent St., Sydney. I.R. 63.

Importer seeks specialty equipment for wire processing. Fraser Hrones & Co., 110 Willoughby Rd., Crows Nest, N.S.W. I.R. 24.

GERMANY—Automotive battery fillers, tire pressure gauges, battery service kits; importing distributor requests replies from manufacturers only with price quotations cif Rotterdam. Direct purchase or agency representation; requests replies in German. Georg Pforr, 272 Volmerswerther Deich, 4 Duesseldorf. WTD 3/3/64.

■ **INDIA**—Multiple spindle, min. 12 spindles, hydraulic automatic cycle drilling machine, 10 hp motor on spindle, 3 hp motor on hydraulic power unit, 440 v., 3 ph., 50 cycles AC, for drilling up to 8¾" dia. holes, complete with 10 drilling or tapping spindles, arms, with 4 spare universal joints, 5 sets pick off gears; c&f or cif quotations preferable. Ref. No. 14(2)/64-AID. II. IL No. P/CG/2040675/R/DL/18/C/H/18. Loan No. 386-A-032 (A.I.D. Loan No. 157). U.S. source. Quotation date May 1. The Canara Workshops Ltd., Post Box No. 712, Kodialbail, Mangalore 3. Cable: WORKSHOPS, Mangalore, where additional information is available. SBC-169.

ITALY—Hard metal dies for cold stamping of Phillips type screws. Derk, S.r.l., Piazza Giulio Cesare 14, Milan. WTD 8/27/63.

MEXICO—Machinery to manufacture automobile license plates. Placas de Identificacion, S.A.; Paseo de la Reforma 95-902; Mexico, D.F. WTD 2/13/64.

★★ NEW ZEALAND—Trade Mission

Importer wishes to represent firm offering machinery and technical information for small industries in metal working field for production of finished products. Commercial Sales Corp. Ltd., 105 Dilworth Bldg., P.O. Box 1286, Auckland. WTD 8/27/62. I.R. 156.

VENEZUELA—Small and inexpensive metalworking machinery, all types, for small metalworking and fabricating shops. Requests replies in Spanish. Direct purchase and exclusive agency. S.A. Venezolana de Estudios y Representaciones Guinand, "S.A.V.E.R. Guinand," Apartado 688, Caracas, Reducto a Glorieta N° 77-2, Caracas. WTD 11/29/63.

355 Special Industry Machinery

See also SPECIAL TRADE LEADS on page 29.

★★ AUSTRALIA—Trade Mission

Importer seeks agency for ultrasonic sealer used for packaging. Gilbert Lodge & Co., Ltd., 13 Parramotta Rd., Lidcombe. I.R. 30.

Manufacturer desires machinery for production of safflower, cottonseed, other vegetable oils. Marrickville Margerine Pty. Ltd., 74 Edinburgh Rd., Marrickville, N.S.W. WTD 12/5/61. I.R. 40.

Manufacturer seeks food packaging machinery to sell and service. Brown & Kidd Pty. Ltd., 147 Canterbury Rd., Petersham, Sydney. I.R. 5.★

Importer seeks agencies for second-hand looms for wools, worsteds, cottons, synthetics; also new knitting machines, circular and warp knit. Chemtex Pty. Ltd., 52 Clarence St., Sydney, N.S.W. I.R. 54.

Importer desires confectionery packaging machinery and food processing machinery not produced in Australia. J. L. Lennard, 27 Reiby Place, Sydney. WTD 4/8/63. I.R. 6.

Manufacturer seeks machinery and equipment to broaden polythene packaging line. Gilles-Morton Pty. Ltd., South St., Rydalmere, N.S.W. I.R. 103.

Manufacturer seeks agency or license for paper converting and packaging machinery. Tanmeco Engineering Pty. Ltd., 94 Queen Victoria St., Bexley, N.S.W. I.R. 92.★

Manufacturer seeks ultrasonic drill that will drill odd shaped holes in materials including glass. E. M. Utick Pty. Ltd., Harp & Elizabeth Streets, Sydney, N.S.W. WTD 10/15/63. I.R. 108.

Publisher seeks 5,000 machines to wrap individual newspapers of tabloid size, up to 160 pages. Wants water resistant cover. Consolidated Press-Daily Telegraph, 168 Castlereagh St., Sydney, N.S.W. I.R. 126.★

Manufacturer seeks agency for domestic and industrial water treatment equipment. J. S. Richardson & Co., 576 Princes Highway, St. Peters, N.S.W. I.R. 133.

Importer desires to represent producers of packaging machinery used for hard materials, vacuum packing, card display packing. William Adams & Co. Ltd., 175 Clarence St., Sydney, N.S.W. I.R. 139★.

Manufacturer seeks agency for packaging machinery. Australian Sisalkraft Pty. Ltd., Arthur St., Homebush, N.S.W. WTD 4/5/64. I.R. 147.

Firm seeks machine to pack unrisen bread dough into heat resistant cellophane tubes 2½" dia. 15" long; high speed dough mixers. Brown & Dureau, 428 George St., Sydney, N.S.W. I.R. 162.★

★★ GERMANY—Trade Mission

Machinery for laying of saturated asphalt felt; applying of, etc. H. Pfeil, Heidestrasse 54, Frankfurt/Main. I.R. 23.

Tools and equipment for taping gypsum wallboard. Ernst Winde, Stilfserjoch Strasse 44, Munich. I.R. 40.

GERMANY—Paper converting machinery; direct purchase and/or agency. Quotations cif European ports. Ekman & Co. GmbH. (importer, exporter, manufacturer's agent), 23 Lindemannstrasse, 4 Duesseldorf. WTD 3/12/64.

■ **INDIA**—Oil fired tiltable melting/holding furnace, production capacity of 20 t. per 24 hr. period; 6000, 8000 lb. tilting and holding capacity; temperature control; 200 hp, A/C squirrel cage motor; various control equipments; plant, equipment for manufacture of aluminum wire rods. Ref. No. 16(3)/63-AID. II. IL No. P/CG/2040586/R/DL/18/C/H/17/CG.IV. Loan No. 386-A-032 (DLF 157). U.S. source. Quotation date April 30. D. D. Desai, Power Cables Pvt., Ltd., Kalyan, Maharashtra. SBC-176.

● Air motors, 20, piston or vane type, base mounted, approx. 4 to 5 hp. and 50 to 90 rpm. Tender No. 575/BEAS/PR/04035/D-126, bid deadline May 25. Superintending Engineer, Procurement Circle, P.O. Talwara Township (Pb).★ (Telephone: 202-WO 7-5589).

ITALY—Machinery, equipment for manufacture of laminated plastic, wood chipboard panels. IGAV, Via Dante 85, Abbiategrasso (Milan). WTD 7/26/63.

★★NEW ZEALAND—Trade Mission

Manufacturer seeks equipment for package small municipal sewage treatment plant, components, controls necessary for local manufacture, specialized water, sewage testing, laboratory equipment. U.S. firm expected to supply engineering on above, on packaged water treatment plants and components, including water purification distribution valves (2-3-4 way ports), related instrumentation controls. D. McL. Wallace Co., Ltd., 528 Khyber Pass Rd., Auckland. WTD 1/17/63. I.R. 270.★

Manufacturer wishes to purchase machinery for manufacturer of men's belts, include know-how and continual advisement of new styles and innovations. Firm will consider reconditioned machinery. Also wants to contact sources of electro-plating equipment for baby shoes (bronzing), specifically solution used in treating leather prior to electro-plating. DeSoto Belt & Buckle Co., 490 W. Coast Rd., Glenedden. I.R. 159.

Importer seeks agency for new lines of woodworking machinery, tools; lumber, and sawmill machinery, related lines. Geoffrey M. Shortt Ltd., P.O. Box 12109, Auckland. I.R. 308.

Importer wishes to represent U.S. manufacturers of food packaging equipment on an agency basis. John Burns & Co., & Hobart-Berkel Supplies Ltd., P.O. Box 2380, Auckland. WTD 7/19/63. I.R. 289.★

Importer wishes immediate quotes on veneer lathe that can handle logs 8′ long x 4′ dia., also wants to represent U.S. manufacturers of food packaging machinery. Harrisons Crosfield A.N.Z. Ltd., Fort St., Auckland (P.O. Box 3326). I.R. 305.

Importer would like to purchase low capacity wrapping machine for soap-wax in two layers of paper, one layer of foil; low capacity auto or semi-automatic woodworking machine for the manufacture of 10 foot boat oars and 7 foot paddles. Commercial Sales Corp., Ltd., 105 Dilworth Bldg., P.O. 1286, Auckland. WTD 8/27/62. I.R. 156.

Importer desires agency for all sizes and types of printing machinery including web offset flexingraphic, gravures, letterpress equipment. Coates Bros. (NZ) Ltd., 313 Church St., P.O. 12068 (Penrose) Auckland. WTD 1/27/61. I.S. 146.

Importer wants agencies and/or license for wood working equipment, paper mill, paper converting machinery, packaging machinery. Wants folding machine on direct purchase. National Machinery Co. Ltd., P.O. Box 9031, Auckland. I.R. 255.

Engine reconditioning and piston ring manufacter wants machine for making combined expander-spacer. B. Johnson & Sons Ltd., P.O. Box 1680, Auckland. I.R. 282.

Firm interested in all types of modern U.S. textile machinery as agent and for direct purchase. Brown & Dureau (N.Z.) Ltd., Tasman Bldg., Anzac Ave., Auckland. I.R. 313.

Importer interested in representing U.S. manufacturers of flat-bed knitting machines comparable to German Stroll, full-fashioned knitting machines for jerseys, needles, sinkers for circular knitting-maca. Hardie Trading Co. (NZ) Ltd., 5-7 Kingston St., P.O. Box 1367, Auckland. WTD 1/7/64. I.R. 170.

Manufacturer of 3′ to 16′ plasterboard needs planning and equipment which use pumice as filler material. New Zealand Wallboards Ltd., 153 Balmoral Rd., P.O. Box 10059, Auckland. WTD 3/18/63. I.R. 169.

MEXICO—Boiler-making machinery. Construcciones Industriales Mecanicas, S.A. (importer, retailer, manufacturer), General Sabino No. 3093, Esq. Calle 5; Mexico, D.F., WTD 2/13/64.

● **PAKISTAN**—Spare parts for textile machinery consisting of roller stands, feed rollers, pendulum arms, bottom apron guide rails, bottom aprons, tension unit, top aprons. Tender No. PD-I/451/1765, bid deadline April 30. Chief Purchase Officer, East Pakistan Industrial Development Corp., EPIDC House, Motijheel, Dacca 2.★ (Telephone: 202-WO 7-5589).

■ **TURKEY**—Machinery, equipment necessary to expand plant production facilities from 500 to 883 tire units per day, land and appurtenances; material for new buildings, improvements to existing buildings; building equipment; power plant facilities; transportation equipment; material preparations equipment; component manufacturing tire and tube; mold and accessory equipment. U.S. source. Bid deadline April 24. Goodyear Lastikleri T.A.S., Buyukdera Caddesi 75, Mecidiyekoy, Istanbul. Further details, specifications from: Goodyear International Corp., 1144 East Market St., Akron, Ohio. SBC-171.

356 General Industrial Machinery

★★AUSTRALIA—Trade Mission

Wholesaler desires exclusive representation of manufacturers of air tools, variable speed drives, couplings (except those using eddy current or electro-magnetic principle), air valves, pressure regulators. Westeels Industries Ltd., 31-33 Parramatta Rd., Lidcombe. WTD 12/3/62. I.R. 7.★

Distributor of industrial equipment seeks ball and roller bearings, mechanical power transmission equipment. James Munday & Co., Lord St., Botany, N.S.W. WTD 2/24/64. I.R. 87.

AUSTRALIA—Paper tape dispensing machine to dispense tape for shipping cartons. Murray Edmiston, Fraser Edmiston Optometrists Pty. Ltd., 233 Adelaide St., Brisbane, Queensland. WTD 7/26/63.

★★ GERMANY—Trade Mission

Water pumping equipment. Impex Handelsgesellschaft, Rembertistrasse 108, 28 Bremen. WTD 3/18/63. I.R. 25.

■ **INDIA**—Duplex sump pumps, 3 sets. Ref. No. D/ENQ/971. Loan No. 386-A-044 (DLF Loan 190). U.S. source. Bid deadline May 5. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Project/3031-R/Talcher/Duplex S. pumps/Va, tender fee, $2.75 each, not refundable. Specifications, conditions from: India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-180.

MEXICO—Exhaust and ventilating fans or parts for such fans for assembly in Mexico. Industrias y Representaciones Gar-Vel, S.A.; (importer, retailer, wholesaler, manufacturer), Cinco de Febrero No. 471, Col. Agarin; Mexico 8, D.F. WTD 2/27/64.

★★NEW ZEALAND—Trade Mission

Importer and manufacturer wishes to act as distributor leading to license of spraying pumps suitable for tractor drive having sufficient pump pressure and design for application of agricultural chemicals; necessary equipment, components needed for assembly to complete and install unit, e.g. Nozels, which are not produced in New Zealand; steam cleaning apparatus for motor and machinery maintenance. Frank M. Winstone Merchant Ltd., 71-77 Customs St. East, Box 2195, Auckland C.1. WTD 12/20/63. I.R. 173.★

NORWAY—Couplings, flexible, friction and other, fractional HP-500 HP, for industrial uses and for small ships. Gears, industrials, fractional HP-500 HP. Direct purchase and agency. Roar R. Randby A/S (importer, wholesaler), Sandakerveien 33c, Oslo. WTD 2/27/64.

357 Office, Computing, Accounting Machines

See also SPECIAL TRADE LEADS on page 29.

★★NEW ZEALAND—Trade Mission

Office equipment dealer wants agencies for following machines: franking, calculating, duplicating, addressing, folding, photocopying, checkwriting, filing and index systems. W. S. Smith & Co. Ltd., Box 5155, Auckland. I.R. 306.

SWEDEN—Bathroom scales, low-priced. Direct purchase and agency. Ekman & Co. AB (manufacturers' agent), Box 230, Göteborg 1. WTD 10/26/62.

358 Service Industry Machines

★★AUSTRALIA—Trade Mission

Firm desires agency for shop scales, calibrated, prices. Able Scale Co., 29 Rosebank Cresc., Hurstville, N.S.W. I.R. 19.

Distributor wishes to act as agent for commercial refrigeration, air conditioning equipment. Warburton Franki Industries Pty. Ltd., 107 Kent St., Sydney. WTD 10/21/63. I.R. 31.

MEXICO—Air coolers or parts for assembly in Mexico. Industrias y Representaciones Gar-Vel, S.A.; Cinco de Febrero No. 471, Col. Agarin; Mexico 8, D.F. WTD 2/27/64.

★★NEW ZEALAND—Trade Mission

Firm wishes to import directly or act as agent for residential, commercial, industrial air conditioning; cooling towers; refrigeration equipment. Temperature Control Ltd., Box 13, Otahuhu, Auckland. I.R. 310.★

359 Machinery

★★AUSTRALIA—Trade Mission

Manufacturer seeks numerical control units for machinery and tools. E.M.I. Ltd., 301 Castlereagh St., Sydney. WTD 10/16/63. I.R. 86-B.

361 Electric Transmission, Distribution Equipment

■ **CHINA**—Equipment, materials for Unit No. 3, Shen-AO steam power station, Taiwan, C&H Project No. 1548. Includes protective coatings for C.W. pipe, miscellaneous pumps, tanks, heat exchangers, coal handling equipment, long list, various spec. Nos.; specification issue dates, dates proposals due at G&H. Loan No. 484-H-039. U.S. source. Taiwan Power Co., c/o Gibbs & Hill, Inc., Consulting Engineers, 393 Seventh Ave., New York, N.Y., 10001, where specifications, instructions for bidders, material lists, general terms and conditions will be available to qualified suppliers as plant design develops. SBC-171.★ SBC-171.

■ **GREECE**—22 KV current transformers, 22/.110 KV voltage transformers, 70 pc. Bid deadline May 7. Ref. No. 85. Public Power Corp., Athens Piraeus Div., 4 Korai St., Athens. Loan No. 240-H-028. U.S. source. Bids solicited on worldwide basis. If selected offer is from U.S., it is expected that purchase will be financed by AID under loan cited or with free dollars. Copies of detailed specifications and conditions from: Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-180.

■ **INDIA**—Auxiliary transformers, 2 units each; 1000 KVA distribution transformers with all accessories, spare parts, tools, 3 to 6 ea. Ref. No. D/ENQ/974. Tender No. Project/3002-R/DVC/V. Tender fee $12.60 each, not refundable. Loan No. 386-H-084. U.S. source. Bid deadline April 25. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications and conditions from: India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-180.

● **IRAQ**—Materials, construction of two 11 kv distribution substations in City of Kirkuk, complete with all necessary equipment and accessories. Notice No. 9, bid deadline May 19. Directorate General of Planning & Design, Ministry of Municipal and Rural Affairs, Baghdad. Copy of specifications available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● **KOREA**—Neutron diffractometer. Invitation to Bid No. AEC-4007-S, Project No. AEC-6, bid deadline May 1. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO-7-2312).

MEXICO—Power dividers, power take-offs. Construcciones Industriales Mecanicas, S.A. (importer, retailer, manufacturer), General Sabino No. 3093, Esq. Calle 5; Mexico, D.F. WTD 2/13/64

■ **PAKISTAN**—Electrical motors, a.c., 440 v., 3 phase, up to ¼ hp and 40-100 hp; rpm 950, 1400; approx. $1,000. Electrical motors, a.c., 220 v., single phase, fraction hp and hp; approx. $500. Electrical starters, 440 v., 50 cycles, 3 phase, various amps. from small to large; approx. $500. Electrical switch gears, 440 v., 50 cycles, 3 phase, 70-1,000 amps.; approx. $500. Electrical circuit breakers, 500 v., a.c., 3 phase, 50 cycles, 15-1,500 amps., fuse grips with couple base, HRC fuses complete with bases, centrifugal pumping sets above 8″, 220 and 440 v., ½″-2″ from ¼ to 3 hp; humidity fire and similar items; air compressors, vibrators, grinders and accessories; industrial air conditioners, 3-25 hp; air and water condensers, accessories; approx. $1,450. Spare parts for all items; approx. $1,300. Quotation date April 21. S/A No. 392574. A. H. Ahmed & Co., Fadoo Bldg., Bunder Rd., Karachi 2. Cable: same. To be financed by a loan not yet authorized. U.S. source. SBC-172.

● **VIET-NAM**—Transformers, three phase, 50 cycles, 16 to 400 kva, 149. Tender No. 1161-17034, bid deadline April 29. Central Purchasing Authority, 140 Hong Thap Tu, Saigon. Specifications in French.★ (Telephone: 202-WO 7-4242).

362 Electrical Industrial Apparatus

★★AUSTRALIA—Trade Mission

Distributor of industrial equipment seeks lines of electric motors. James Munday & Co., Lord St., Botany, N.S.W. WTD 2/24/64. I.R. 87.

Manufacturer would like to import line of ultrasonic cleaners. Associated Controls P/L, 18 Hill St., Campsie N.S.W. WTD 3/11/64. I.R. 32.

● **BURMA**—Welding electrodes, various grades and sizes. Tender No. Q/2/15 (2135 over 2157); bid deadline April 20. Industrial Development Corp., Steel Mill, Ywama, Insein, Rangoon.★ (Telephone: 202-WO 7-5652).

● **INDIA**—2 stand-by diesel generator sets, 1.5 kva, 220/230 v., single phase, 50 cycle, a.c. Tender No. P/SE-2/12008-R/IV, bid deadline May 12. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Tender documents available upon nonrefundable payment of $2.10 from India Supply Mission (Ref.: D/ENQ/970), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **IRAQ**—Supply, delivery, erection of 1 500-kw, 400/231 v., 3 phase, 4 wire, 50 cycle, max. 600 rpm, diesel generating set complete with auxiliary equipment; 1 overhead traveling crane, installation at Mandali, 100 miles northeast of Baghdad. Tender No. 12, bids close May 26. Specifications available from Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad, upon payment of $25.05 including airmail charges.

PAKISTAN—Electrical hardware for manufacture of 3 to 40 h.p. electric motors. Brush-Rahman Ltd. (manufacturers & exporters), Attar Singh Bldg., The Mall, Lahore. WTD 3/17/1964.

■ **TURKEY**—Steam welder for gasoline tanks of motor vehicles and trucks; steam welder control panel; auxiliary load resistor; additional parts for steam welder; additional parts for weltronic control, long list, various quantities, descriptions. Packed for export boxing, inland transportation, handling and all similar charges fob U.S. port of export delivery. IL No. 882/49211. Quotation date May 4. Verdi Ticaret Ltd., Sirketi, Cumhuriyet Cad., Pegasus Evi., Harbiye, Istanbul. SBC-180.★

■ **VIET-NAM**—Model 103 a.c. welders 230/460 v., manufactured by Miller Electric Mfg. Co., Appleton, Wisconsin, or equal; No. 3 welding accessory packages; No. 1 steel wheeled running gear; Model 104 A.C. welders; No. 4 welding accessory packages; No. 1 steel wheeled running gear; polarity a.c., 15 each item; c&f basis only; fob, freight costs indicated separately, 100% U.S. flag vessel. Copy of each offer made to be sent to Director General of Commerce, 59 Gia Long, Saigon. Interested suppliers should immediately contact Societe D'Oxygene & D'Acetylene D'Extreme Orient, 1-3 Nguyen Truong To, Saigon. Limited worldwide (901). Quotation date April 20. SBC-179.

363 Household Appliances

● **BURMA**—Supply of 50-10 cu. ft. electric refrigerators for Burma Army. Tender reference No. DPES. 41/64, bid deadline April 24. Director of Procurement, Office of the Director of Procurement, Defence Dept., Rangoon.★ (Telephone: 202-WO 7-5346).

● 9,650 immersion heaters without thermostats: 7,000—8″ of 750 watts; 2,650—12″ of 1,000 watts, complete with 3 core flex, cord to be 3 yd. long with 3 pin plug (round pin). To operate on 200/220; 230/250 volts a.c. Tender No. 17-EL (Electrical), bid deadline 4 p.m. April 22. People's Stores Corp., c/o Chief of Economic Division, Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5346).

● 1,950 electric irons equipped with heat control switch, heat selector light, chrome plate finish; 900 electric kettles, 4-pint capacity, automatic shut off, chrome plate finish, all having 9-ft. cords with 3-pin plug (round pin), operate on 110/120; 200/220; 230/250 v., a.c. only, rating of 750 watts; 150 electric shavers having five separate cutters, operate on 100/110; 210/250 v., a.c. only; each shaver to be in a case. Tender No. 16-EL:(Electrical) 63-64, bid deadline 4 p.m. April 22. People's Stores Corp., c/o Chief of Economic Division, Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5346).

ENGLAND—Electric and non-electric household appliances: toasters, percolators, ironers. Agency and direct purchase. B & W Ltd. (importer), B & W House, 48 Lexington St., London, W.1. WTD 3/2/64.

GERMANY—Small electrical household appliances such as can openers, toasters, ironers, dish and plate warmers, egg cookers, new types of household appliances or utensils; importing distributor requests replies from manufacturers only with price quotations cif Rotterdam. Direct purchase or agency representation. Ruhrhandel GmbH, 146 Hingbergstrasse, 433 Muelheim/Ruhr. WTD 2/28/64.

MEXICO—Motors or parts for motors of ceiling fans for assembling in Mexico. Industrias y Representaciones Gar-Vel, S.A.; Cinco de Febrero No. 471, Col. Algarin; Mexico 8, D.F. WTD 2/27/64.

■ **NEPAL**—Water heaters, 65, capacity, 40 gal., overall dia., 20″, height from floor, 70″, capable of raising water temperature from 40 to 140°F, in about 180 minutes, suitable for 220/230 v., 50 cycles, single phase, a.c. supply, loading not to exceed 4.5 kw; other specifications. Purchaser's No. 8. Loan No. 367-A-002 (DLF 152). U.S. source. Quotation date April 27. Soaltee Hotel, c/o Nepal Industrial Development Corp., Nepal Bank New Bldg., Juddha Rd., Kathmandu, Cable: NIDC, Kathmandu. SBC-176.

★★NEW ZEALAND—Trade Mission

Firm wishes to import directly or act as agent for U.S. manufacturers of domestic appliances including washing machines, refrigerators, stoves, cookers, hot water producing equipment, referigeration equipment, fans—propeller, axial flow, centrifugal. Temperature Control Ltd., Box 13, Otahuhu, Auckland, I.R. 310.★

SAUDI ARABIA—Electric fans for domestic use; importer, retailer, desires to import fans, seeks offers c.i.f. Jidda. Bafayl Exhibition (importer, retailer), P.O. Box 1108. Jidda. WTD 7/28/63.

364 Electric Lighting, Wiring Equipment

● **BURMA**—700 infra-red electric lamps, 500 W., 230 v., b.c.; 750 electric neon night lights, 5 w., 230 v., b.c.; 15,000 lamp shades, various color; sizes. Tender No. 18-EL (Electrical), bid deadline 4 p.m. April 22. 4 250 mercury street lamps, various sizes; 62,950 chokes for fluorescent lamps; 460,000 starters, various wattages. Tender No. 15-EL(Electrical) (63-64), bid deadline 4 p.m. April 22. People's Stores Corp., c/o Chief of Economic Division, Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202 WO 7-5346):

● Lighting equipment, train, including 24/36 v., 45 amps, d.c. dynamos and motor alternator sets. Tender No. T.L/2, bid deadline May 7. The General Manager, Burma Railways Board, Bogyoke Aung San Street, Rangoon.★ (Telephone: 202-WO 7-4242).

● **IRAQ**—Supply of 50,000 bayonet-cap electric lamps: 30,000-100 w.; 20,000 60 w. to operate on 220/230v.; 5,000-4 ft. fluorescent lamps, 40 w.; 10,000 fluorescent lamp starters, 40 w. Tender No. Air Force/18/1964, bid deadline May 5. Directorate of Contracts & Purchases, Ministry of Defence, Baghdad.★ (Telephone: 202-WO 7-5346).

SAUDI ARABIA—Electrical materials, lamps, fluorescent tubes, incandescent, bulbs, other lighting specialties; importer retailer seeks offers c.i.f. Jidda. Bafayl Exhibition, P.O. Box 1108, Jidda. WTD 7/28/63.

■ **VIET-NAM**—Messenger supported aerial cable, type figure eight, 27,000 ft.; aerial cables, fully color coded, polyethylene insulated and jacketed, 7,000 ft.; aerial cable terminals, suspension, with lead cable stub, 45 each. Invitation No. 1145-28024. Ref. No. LMH/2-0104-4-004. Limited worldwide (901). Bid deadline April 22. Central Purchasing Authority, P.O. Box H-5, Saigon. Cable: MAIDICH, Saigon. Specifications, terms, conditions from: Mrs. N. H. Quang, Embassy of Viet-nam, 2251 R St., NW., Washington, D.C. 20008. SBC-177.

365 Radio, Television Receiving Sets

SAUDI ARABIA—Radio receivers of all kind for household use, importer, retailer seeks of-

fers c.i.f. Jidda from U.S. firms. Bafayl Exhibition, P.O. Box 1108, Jidda. WTD 7/28/63.

366 Communication Equipment

■ **GREECE**—Long distance cable distribution frames, 20 each, m.s. painted with layer of antioxdent paint followed by gray oil paint. Ref. No. 83. Bid deadline May 6. Spare parts and materials for maintenance and mounting of automatic telephone exchanges, 107 items, various large quantities. Ref. No. 84. Bid deadline May 7. Hellenic Telecommunications Organization, Ltd., (OTE), Supply Dept., 20 Patission St., 1st fl., rom. 105, Athens. Loan No. 240-H-028. U.S. source. Bids solicited on worldwide basis. If selected offer is from U.S., it is expected that purchases will be financed by AID under loan cited, or with free dollars. Copies of detailed specifications and conditions from: Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-180.

● **PAKISTAN**—Supply of telephone cables. Tender No. PUR. 3-8/64/544, bid deadline May 4. Pakistan Telephone & Telegraph Dept., Karachi. Copy of specifications and conditions from: Consulate General of Pakistan, New York, for $2.10.

■ **TURKEY**—Furnishing and installation of automatic telephone exchange with trunk dialing, railroad type, various trunk circuits, omnibus lines, accessories, nearest to American Standard CCITT, including telephone sets, 104; dispatcher of 35 subscribers, 35 sets; 12 channel open line carrier system, 3; 3-channel carrier terminals, 3; 12 channel carrier repeaters, 3. Loan No. 277-A-019-SLF-139. Quotation date April 22. Bayindirlik Bakanligi Dmy. Lim. Ins. RS. Ligi, Mak. Ikm, Ve Techizat, Dairesi Baskanligi. U.S. source. Detailed specifications from: Turkish Embassy, Board of Counselors, for Economic Affairs, 2523 Massachusetts Ave., NW., Washington, D.C. SBC-169.

367 Electric Components, Accessories

★★AUSTRALIA—Trade Mission

Manufacturer desires to expand lines of electrical wiring devices: knobs, markers, terminal blocks, strips, stripping devices. Aircraft Products P/L, 37 Carnarvon St., Auburn. N.S.W. NCIA. I.R. 26.

GERMANY—Single quartz crystals; CR types in all sizes up to CR-100. Walter Schenk, Sales Manager, Hermann Reuter (distributor), 58 Hoellsteinstrasse, Bad Homburg v.d.H. WTD 2/10/64.

Electronic components, measuring instruments. Direct purchase and agency. Refag-G.m.b.H. (importer, sales agent), Papendiék 24-26, Goettingen, Germany. WTD 5/17/64.

ITALY—Miniature electronic components for transistor record players, other household transistor electronic equipment; requests replies in French. Microvox, Via S. Calogero 4, Casalino d'Erba, (Como). WTD 6/26/63.

★★NEW ZEALAND—Trade Mission

Manufacturer interested in importing electronic components such as resistors, valves, sockets, condensers. Allied Industries Ltd., P.O. Box 14-157, Panmure, Auckland. WTD 8/20/63. I.R. 204.

369 Electrical Machinery, Equipment, Supplies

★★NEW ZEALAND—Trade Mission

Importer wishes to obtain electro-mechanical equipment, specifically automatic electric load dropping equipment, power generation, distribution equipment, electrical insulating materials for high temperature application. Electro Par Ltd., 55 Mackelvie St. (Gray Lynn), P.O. Box 2403, Auckland. I.R. 148.★

● **NYASALAND**—X-ray film, equipment, various sizes, quantities. Tender No. MED8, bid deadline April 24. Government Medical Stores, Private Bag 10, Blantyre.★ (Telephone: 202-WO 7-2939).

SAUDI ARABIA—Automotive batteries of all kind; large importer, wholesaler, retailer seeks offers c.i.f. Jidda. Ali 'Abd Allah al-Esayi & Co. (AKA al Isayi), P.O. Box 162, Jidda.

● **URUGUAY**—X-ray film: 300 boxes, 13 x 18 cm.; 800 boxes, 18 x 18 cm.; 1,600 boxes, 24 x 30 cm.; 1,000 boxes, 30 x 40 cm.; 400 boxes, 35 x 35 cm.; 1,600 boxes, 35 x 43 cm. Each box must contain 75 films. Also extra fast, double, X-ray film for dental purposes, 500 doz. films, in boxes containing 2 doz. films each. Tender No. 332, bid deadline April 28. Terms and specifications in Spanish. Correspondence preferred in Spanish. Ministerio de Salud Publica, Seccion Licitaciones, Av. 18 de Julio 1205, Montevideo.★ (Telephone: 202-WO 7-2939).

371 Motor Vehicles, Motor Vehicle Equipment

★★AUSTRALIA—Trade Mission

Manufacturer desires to import brake parts, electrical parts, universal joint parts, lamps. Is interested in agency offers. J. H. Gardener Pty. Ltd., 83 Regent St., Redfern, N.S.W. I.R. 155.★

● **BURMA**—Spare parts of various quantities and sizes as follows: Master cylinder assemblies, tender No. 14/vehicle/8/(63-64), bid deadline April 20; gaskets & manifolds, tender No. 16/vehicle/8/(63-64), did deadline April 20; brake lining w/rivets, tender No. 13/vehicle/8/(63-64), bid deadline April 20; hub bolts and nuts, tender No. 15/vehicle/8/(63-64), bid deadline April 20; engine valves and valve guides, tender No. 18/vehicle/8/63-64), bid deadline April 27; fan belts, tender No. 19/vehicle/8/63-64), bid deadline April 27. Chairman, People's Stores Corp., Motor Vehicle & Other Transport Equipment Division, Burma Asiatic Bldg., 577 Merchant St., Rangoon.★ (Telephone: 202 WO 7-3294).

IRAQ—Automotive replacement parts, accessories for all U.S. manufactured cars, trucks; requests replies, catalogs, from manufacturers only, quotations c&f Basra. Direct purchase and agency. Ahmed H. Al-Bassam (importer, wholesaler), 11/11 Safafir St., Baghdad. WTD 2/11/64.

MEXICO—Axles, wheels for trucks. Construcciones Industriales Mecanicas, S.A. (importer, retailer, manufacturer), General Sabino No. 3093, Esq. Calle 5; Mexico, D.F. WTD 2/13/64.

NETHERLANDS—Dump army truck spare parts, particularly Mack, White, Diamond T. Firma A. Bakkeren, 3 Kerkhofweg, Breda. WTD 3/13/64.

★★NEW ZEALAND—Trade Mission

Manufacturer seeks brake equipment for trucks. Transport Specialties Ltd., 849-855 New North Rd., Auckland, S.W.2. I.R. 314.★

Machinery distributor interested in sources and agencies for automotive parts, winches, tools, gasoline powered equipment up to 10 h.p. Engine Utilities Ltd., P.O. Box 1065, Auckland. I.R. 164.★

372 Aircraft, Parts

★★NEW ZEALAND—Trade Mission

Importer desires to obtain exclusive agency for air cushion vehicle, 4 to 20 seating capacity, for distribution in Australia and New Zealand. Rural Aviation Ltd., Kings Bldg., 36 Devon St., W. New Plymouth. I.R. 160.

374 Railroad Equipment

● **BURMA**—Supply of three 30 and 40 horsepower, 2' gauge, diesel locomotives. Global tender No. Vehicle/8/OTE/23/64, bid deadline May 14. Chairman, Peoples Stores Corp., Motor Vehicles & Other Transport Section, Burma Asiatic Bldg., 577 Merchant St., Rangoon.★ (Telephone: 202-WO-7-4816).

● **PAKISTAN**—Supply of 34 broad gauge diesel railcars and 92 trailing carriages for Pakistan Western Railway. Global tender No. PR-I/64/I/RC/1 from Government of West Pakistan, Railway Board, Lahore, bid deadline May 13. Specifications, terms, drawings, may be obtained for $20.83 per set (not refundable) from above address. One set available for review only in Rm. 4314, Transportation Equipment Division, BDSA., Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4816).

381 Engineering, Laboratory, Scientific, Research Instruments

★★AUSTRALIA—Trade Mission

Wholesaler desires to expand line of scientific and laboratory apparatus; seeks gas chomatograph, balances, rotary vacuum pumps. Laboratory Supply & Chemical Co., 48 Sydenham Rd., Marrickville, N.S.W. WTD 7/19/63. I.R. 122.

Manufacturer wants X-ray diffraction and absorption apparatus. Drug Houses of Australia Ltd., 73 Parramatta Rd., Camperdown, N.S.W. WTD 12/7/62. I.R. 159.

Firm desires instrumentation for nuclear installations and work involving isotopes. Long Industrial Equipment Pty. Ltd., 4 Foster St., Sydney, N.S.W. WTD 3/21/63. I.R. 137.

Manufacturer seeks to add to lines of scientific instruments. Andrew Thom Ltd., 261 Broadway, Sydney. I.R. 25.

Manufacturer interested in equipment, special pumps, manipulators, protective lenses, used in atomic energy installation. Messrs. Swift & Co., 149 Milton St., Ashfield, N.S.W. WTD 2/15/63. I.R. 114.★

Manufacturer wishes agencies for PH, viscosity, recording flow meters. Duff & McIntosh Pty. Ltd., 69 Chandos St., Crows Nest, Sydney. WTD 6/10/63. I.R. 11.

GERMANY—Biological and medical laboratory equipment. Neuzeitliche Elektro- und Motorentechnik GmbH (manufacturer, importer, exporter, wholesaler), P.O. Box 1547, 5400 Koblenz. WTD 5/21/61.

JAPAN—Scientific instruments, various types such as testing apparatus used in laboratories. Yamagi Scientific Instruments Mfg. Co., Ltd. (manufacturer), 3, 2-chome, Kyo-machi, Naka-ku, Nagoya. WTD 5/17/63.

■ **NIGERIA**—Barometer, air pump, portable high pressure dead weight tester; laboratory and heat testing muffle furnace; potentiometer; galvanometer; reostats with sliding contacts; weston meters, 19 items; various Nos. taken from Central Scientific Co. catalog No. J-300, or equal. Quotation No. 7102. Bid deadline April 27. Contract between Michigan State University and The University of Nigeria, Nsukka, Eastern. U.S. source. SBC-180.★

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

★★AUSTRALIA—Trade Mission

Distributor of industrial equipment seeks measuring tools. James Munday & Co., Lord St., Botany, N.S.W. WTD 2/24/64. I.R. 87.

Firm seeks agencies for instrumentation including recorders, controllers. William McNaught & Co., P.O. Box 45, Arncliffe, N.S.W. I.R. 168.

Manufacturer seeks to import or manufacture under license new lines of electrical instruments, meters. Master Instruments Pty. Ltd., Sloane & Saywell St., Marrickville, N.S.W. I.R. 98.★

Manufacturer seeks agencies and distributorships for new lines of X-ray equipment, heat control equipment, hospital equipment, scientific testing and analysis equipment, controls, recorders and indicators for industrial applications. Watson Victor Pty. Ltd., 9 Bligh St., Sydney, N.S.W. I.R. 115.

Importer seeks measuring instruments, micrometer, super mikes, air gauges. William Adams & Co. Ltd., 175 Clarence St., Sydney, N.S.W. I.R. 139.★

Firm desires to import on own account automatic controls for heating cooling, pressure, temperature, humidity and flow; indicating and recording instruments; engineering components; refrigeration, air conditioning controls, components, accessories. Industrial Controls P/L, P.O. 94, Petersham, N.S.W. I.R. 89.

★★ GERMANY—Trade Mission

Water flow meters and controls for home and industrial use. Lutz Schneider, 14 Prinzregentenplatz, Munich. I.R. 42.

Fuel oil flow meters for home and industrial use. Lutz Schneider, 14 Prinzregentenplatz, Munich. I.R. 42.

JORDAN—Parking meters, water meters. Municipality of Amman, Amman, Hashemite Kingdom of Jordan.

MEXICO—Thermostats for use in oil, gas, electric heating equipment. Industrias y Representaciones Gar-Vel, S.A.; (importer, retailer, wholesaler, manufacturer) Cinco de Febrero No. 471, Col. Agarin; Mexico 8, D.F. WTD 2/27/64.

● **THAILAND**—Ultrasonic flaw detector; bid deadline April 27. Office of the Sugar Industrial A.I.D. Fund, Luang Rd., Bangkok.★ (Telephone: 202-WO 7-2312).

383 Optical Instruments

SWEDEN—Field glasses, low-priced; microscopes. Direct purchase and agency. Ekman & Co. AB, Box 230, Göteborg 1. WTD 10/26/62.

384 Surgical, Medical, Dental Instruments

★★AUSTRALIA—Trade Mission

Manufacturer desires electromedical equipment; heart investigation equipment, pacers, cardiographs. Phillips Stanford, 136 Chalmer St., Sydney, N.S.W. NCIA. I.R. 48.

Retailer interested in general industrial safety equipment such as goggles, rainwear, gloves, respirators, hoods, boots, shoes, welding helmets, headshields. Armour Trading Co., 297 Canterbury Rd., Revesby, N.S.W. WTD 3/9/64. I.R. 95.

Manufacturer-distributor seeks surgical-anatomical models, teaching aids for laboratory and classroom demonstration units. Drug Houses of Australia Ltd., 73 Parramatta Rd., Camperdown, N.S.W. WTD 12/7/62. I.R. 159.

● **BURMA**—Supply of 72 life buoys, copper corrugated, 30″ diam. x 18″. Tender No. Vehicle/8/OTE/25/64, bid deadline May 4. Chairman People's Stores Corp., Motor Vehicles & Other Transport Section, Burma Asiatic Bldg., 577 Merchant St., Rangoon. (Telephone: 202-WO 7-2939).

● Supply of 24 each of following lamp navigation equipment: lamp mast head; lamp side light for port; lamp side light for starboard; stern light. Tender No. Vehicle/8/OTE/24/64, bid deadline May 4. Chairman, Peoples' Stores Corp., Motor Vehicles & Other Transport Section, Burma Asiatic Bldg., 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2939).

MEXICO—Dental, medical tools, equipment, supplies; also interested in purchasing machinery to make such items. Negociacion Medico Dental; (importer) Aptdo. Postal 10708; Av. 16 de Septiembre No. 6-301; Mexico 1, D.F. WTD 1/2/64.

NEW ZEALAND—Disposable hypodermic syringes, needles; medical, dental use. Direct purchase and agency. Joseph Shalfoon, Managing Director, Shalfoon Bros. Ltd., P.O. Box 1673, Auckland.

SWITZERLAND — Policemen's, highway workers' luminescent safety vests. Weber & Steiner AG (importer, distributor), Nadelberg 24, Basel.

● **VIET-NAM**—Supply of medical laboratory apparatus and equipment. Tender No. 1162-17034, bid deadline April 29. Terms in English, specifications in French. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

386 Photographic Equipment, Supplies

SWEDEN — Photographic equipment, low-priced. Direct purchase and agency. Ekman & Co. AB, (manufacturers' agent), Box 230, Göteborg 1. WTD 10/26/62.

387 Watches, Clocks, Parts

GERMANY—Timers for household washing machines (drum type); manufacturer of washing machines requests replies from manufacturers only with price quotations cif Rotterdam. Wilh. Cordes KG, (manufacturer), 4744 Lette ü. Oelde/Westfalen. WTD 3/9/64.

391 Jewelry, Silverware, Plated Ware

★★AUSTRALIA—Trade Mission

Manufacturer would like to import small coffee makers, tea services, novelties in food serving, copper stampings, nickel silver stampings to be finished in Australia. Hacker's Silver Plate Mfg. Co. Pty., Ltd., 180 Commonwealth St., Sydney. I.R. 4.

Manufacturer seeks novelty give-away items. Hacker's Silver Plate Mfg. Co. Pty., Ltd., 180 Commonwealth St., Sydney. I.R. 4.

Wholesaler seeks agency for scissors, cutting equipment, sewing threads, dacron filter cloth for wheat and powder, shower and bathing caps, synthetic and blended knitting yarns, plastic playing cards, trimmings and laces for dresses. Anchor Importing Co., 28 Martin Place, Sydney, N.S.W. I.R. 50.

394 Toys, Amusement, Sporting Goods

ENGLAND—Sporting supplies, particularly for ten-pin bowling alleys, golf. Agency and direct purchase. B & W Ltd. (importer), B & W House, 48 Lexington St., London, W.1. WTD 3/2/64.

FRANCE—Fishing baits or lures, primarily salt and fresh water fishing novelties, such as live fish type articulated lures; interested also in non-competitive U.S. products, preferably in sportsmen salt-water fishing tackle, allied articles: rod, reel sets; fishing lines; spin cast kits; leaders; trolling spoons suitable for French market. Robert Loison (manufacturer, wholesaler, exporter), 49 bis rue du Bedouard, Fontenay-le-Comte, Vendee. WTD 3/11/64.

★★ GERMANY—Trade Mission

Plastic swimming pools for home use. Behrens, Glogner & Co., Buergerweide 10 B, Hamburg 26. I.R. 7.

ITALY—Children's toys, new types. Galleria S. Carlo (retailer), 114 Via del Corso, Rome.

395 Pens, Pencils, Office, Artists' Materials

■ **GUINEA**—Supplies for vocation schools, 24 items: drawing sets, ruling pens, beam compasses, slide rules, chalkboard drafting machines, transparent triangles, dusting brushes, various small quantities. Quotation No. TVS/G-215. Drawing tables, 24x64x37″ high, top sizes 24x36; chairs, lift-lock adjustment 24 to 32″, 27 each. Quotation No. TVS/G-213. Contract No. AID/afe-25. PIO/T No. 675-N-61-AA-20002. U.S. source. Quotation date April 24. American ORT Federation, 222 Park Ave. So., New York, N. Y., Attn: Otto Relling, where specifications may be obtained. SBC-171.

399 Manufacturing Industries

★★AUSTRALIA—Trade Mission

Distributor of industrial equipment seeks equipment and materials for building industry. James Munday & Co., Lord St., Botany, N.S.W. WTD 2/24/64. I.R. 87.

ENGLAND—Fancy goods in brassed or plated wire suitable for home use; metal display stands, equipment, for department stores. Hugh Merlin (importer), Peacock's Bldg., 23 Park Row, Leeds 1, Yorkshire. WTD 3/9/64.

GERMANY—Electric hair clipper with magnet motor; battery driven hair clipper. Requests correspondence in German. Scharf, Kober & Co. (importer, exporter, wholesaler), 26 Eschersheimer Landstrasse, Frankfurt/Main. WTD 12/30/63.

■ **INDIA**—Components of capital machinery; conveyors, pumps, pandia tubes, heat exchangers, roto air driven tube cleaners, conveyor chains, roll knives, coal weightometers with accessories, oil pumps, boiler tubes, cylinder washers, stainless steel electrodes, woolen dry felts; 17 pages. f.a.s. basis. Ref. No. 13(25)/63-AID.II. IL No. P/CG/2040450/R/DL/18/C/H/18/CG.III. Loan No. 386-A-032 (AID Loan No. 157). U.S. source. Quotation date April 28. The Mandya National Paper Mills Ltd., 14 Palace Rd., Bangalore 1. Cable: MANDYAMILL, Bangalore. Single copies of detailed specifications from: Office of Small Business, AID, Rm. 2120 Barton Hall, Ohio Drive & Independence Ave., SW., Washington, D.C. SBC-169.

■ **NIGERIA**—Welding outfit, shot tools, Ref. No. G6/Various 4/4592/1; forge, blacksmith equipment, No. 4592/2; snap-on tools, 4592/3; typewriter, adding machine, barbed wire, No. 4592/4; laboratory equipment, No. 4592/5; chick boxes, egg cases, No. 4592/6. Bid dead-

line April 24. PIO/C No. 620-N-11-AJ-9-20256. Limited worldwide (901). Crown Agents, 4 Millbank, London, S.W.1, England. On basis of delivery c&f Port Harcourt; full specifications from: Crown Agents Representative, 3100 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-176.

■ Dairy cleaner and detergent, Ref. No. G6/Various 3791/1; gardening equipment, 3791/2; craftsman tools, hardware, 3791/3; horticultural, kitchen tools, 3791/5; aluminum roofing No. 24 gauge sheets, 3791/6; hospital cabinets, sundries, 3791/7; portable fire extinguishers, 3791/8; seed germination equipment, 3791/9; portable megaphone, tape recorder, Ref. No. E2/Various 350/5015; farm tractors, harrows, sprayers, 5015/4; cattle sprayers, mounted, 5015/5; knapsack sprayers, 5015/6; Chor-Trac tractor, 5015/7; garden tractor, attachments, 5015/8; kitchen juicer, blender, No. Z2C/Various 350/5015/1; household refrigerator, deep freeze, 5015/2; table top water heater, 30 gal., 5015/3; incubators, 2520 egg capacity, 5015/4; soybean, peanut shellers, laboratory size, 5015/5; small oil expressor, 500 lb. capacity, 5015/6; butchers' hoist, splitting saw, 5015/7; milk bottle washer, 5015/8; walk in cooler, 8 ft. high, 5015/9; liquid nitrogen plant; 5015/10; forester's equipment, No. G5/Various 4/8284/1; biological sundries, 8284/2; peep sight alidades, 8284/3; veterinary equipment, 8284/4; animal cages, small, sundries, 8284/5; microscope, slides, 8284/6. PIO/C No. 620-AB-11-AA-1-9-30227. Limited worldwide (901). Bid deadline April 27. Crown Agents, 4 Millbank, London, S.W.1, England. Basis of c&f delivery, Apapa; full specifications from: Crown Agents Representative, 3100 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-177.

MEXICO—Reflecting paper, plastic, glass for road, street signs. Placas de Identificacion, S.A. (importer, retailer, exporter, wholesaler, manufacturer), Paseo de la Reforma 95-902; Mexico, D.F. WTD 2/13/64.

★★NEW ZEALAND—Trade Mission

Importer wishes to extend representation in non-competitive products, particularly household aluminum, household housewares, glassware. H. M. Fogarty Ltd., P.O. Box 1065, Auckland. I.R. 152.

SWEDEN—Gift articles, low-priced. Direct purchase and agency. Ekman & Co. AB, Box 230, Göteborg 1. WTD 10/26/62.

505 Farm Products, Raw Materials

NORWAY—Raw furs, such as muskrat, nutria, etc. Olav Thon (importer, wholesaler), 36 Kirkegaten, Oslo. WTD 1/30/64.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat Products

GREECE—Frozen veal sides qualities GAQ KKOCFO, 60/120 lb. and/or 60/130 and/or 60/140 lb., FAQ KKOCFO 60/120 lb. and/or 60/130 and/or 60/140 lb., GAQ/FAQ 60/120 lb. and/or 60/130 and/or 60/140 lb.; frozen veal hinds GAQ KKOCFO from sides 60/120 and/or 60/130 and/or 60/140 lb., FAQ KKOCFO from sides 60/120 and/or 60/130 and/or 60/140 lb., GAQ/FAQ from sides 60/120 and/or 60/130 and/or 60/140 lb. frozen mutton carcasses qualities 3E, 5E, 7E, XE, 9E; frozen poultry (chicken and turkeys) individually wrapped in cellophane paper. Manufacturers representative requests replies from manufacturers and packers. John Danielidis & Co., Commission Agents & Importers, 3 Stadiou St., Athens 125. WTD 3/10/64.

211 Cigarettes

FRANCE—Cigarettes, cigars, cigarillos. Henri Saada, 76 Ave. de Wagram, Paris 17.

213 Tobacco

FRANCE—Raw tobacco. Henri Saada, 76 Ave. de Wagram, Paris 17.

220 Textile Mill Products

ENGLAND—Textile piece goods; knitted fabrics; woven fabrics in synthetics, wools. Gerald Eborn Ltd., Walman House, (sales agents), 296 Regent St., London. W.1. WTD 3/4/64.

GERMANY—Upholstery fabrics, furniture. Requests replies from manufacturers only, quotations cif Hamburg. Heinrich Raschik u. Sohn, (agent), 285 Gladbeckerstrasse, Bottrop/Westfalen. WTD 3/4/64.

NORTHERN RHODESIA—Textiles and made-up textile goods, knitted piece goods, underwear, wearing apparel, handkerchiefs, towels, table cloths, pillow cases, sheets, bedspreads, blankets, nets, tapes and ribbons; agents, brokers and factors. Les G. McLean, P.O. Box 492, Ndola. WTD 3/16/64.

SWITZERLAND—Upholstery fabrics, wall to wall carpet fabrics. Gibeco S.A. (importer, distributor), 11 rue du Colombier, Geneva.

229 Textile Goods

GERMANY—Accessories for furniture upholstery, excluding fabrics. Requests replies from manufacturers only, quotations cif Hamburg. Heinrich Raschik u. Sohn (agent), 285 Gladbeckerstrasse, Bottrop/Westfalen. WTD 3/4/64.

GREECE—Scoured wool, wool tops; artificial and synthetic fibers either in staple fiber or in tops. Manufacturers' representative requests replies from manufacturers. John Danielidis & Co., Commission Agent & Importers, 3 Stadiou St., Athens 125. WTD 3/10/64.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

AUSTRALIA—Building panels, sections for pre-fabricated buildings. O'Neill Industries Pty. Ltd. (builders), City Bldg., Edward St., Brisbane, Queensland. WTD 3/6/64.

251 Household Furniture

BELGIUM—Dining room suites, wood; dining room chairs, wood, upholstered; dressers, bedroom, wood buffets, household, wood; all kinds of beds, except bunk beds; upholstered, non-upholstered household sofas; wood upholstered chairs for living-room and library; wooden chiffoniers for bedroom; chest of drawers for bedroom. Usines Minon & Fils (manufacturer), 35 Blvd. Reyers, Brussels. WTD 3/19/64.

264 Converted Paper, Paperboard Products

NORTHERN RHODESIA—Paper tableware, napkins, serviettes, plates, cups; writing pads and envelopes; Christmas, greeting cards. Agents, brokers and factors. Les G. McLean, P.O. Box 492, Ndola. WTD 3/16/64.

SWITZERLAND—Wallpaper. Gibeco S.A. (importer, distributor), 11 rue du Colombier, Geneva.

275 Commercial Printing

CANADA—Materials, supplies, equipment useful in composing rooms of photo-offset printers. Exclusive distributorship. Visual Planning Associates (importer, exporter), 6656 Decarie Blvd., Montreal 26, Quebec. WTD 5/14/63.

NORWAY—Color pigments for paints, plastics. G. O. Johnsen A/S (importer, wholesaler, manufacturer's agent), 1 Torggaten, Oslo. WTD 2/4/64.

281 Industrial Chemicals

CANADA—Ammonium persulphate; barium carbonate; barium oxide, barium hydrate, barium pentahydrate; sodium perborate, titanium dioxide. William S. Storie, 198 Tavistock Rd., Downsview (Toronto), Ontario. WTD 3/16/64.

ITALY—Adipic and organic acids; inferior amines; sodium peroxide; superior alcohols (nonylic acid, decylic and fatty acids); glycols and polyglycols. Italcolloid, S.p.A., (manufacturer, agent), Via Vismara 80, Arese (Milan). WTD 11/13/63.

282 Synthetic Materials

GERMANY—Plastic, cellophane foils. Requests replies from manufacturers only. Herwart Platz KG, Chemische Fabrik (importer, exporter, wholesaler, manufacturer), 6 St. Martinstrasse, 6735 Maikammer an der Weinstrasse.

Plastic materials, high impact strength, acid proof, weatherproof, for production of industrial containers. Karl Junkermann (agent), 40 Oranienstrasse, Wiesbaden. WTD 3/11/64.

301 Tires, Tubes

PAKISTAN—Tires, inner tubes. Associated Equipment Co. (manufacturer's agents), P.O. Box No. 831, Gardee Charity Trust Bldg., No. 2, Napier Rd., Lahore. WTD 3/13/64.

306 Fabricated Rubber Products

FRANCE—Upholstery slab stock latex; foam, sponge rubber; plastic sheets; pads, bolsters; foam cushion sets, related articles for upholsterers. Agency and distributorship. Requests replies from manufacturers only; in French. Jean-Michel Héron (dealer, sales agent), 22 Rue de Cursol, Bordeaux, Gironde. WTD 3/10/64.

307 Plastic Products

NORTHERN RHODESIA—Plastic tableware; agents, brokers, factors. Les G. McLean, P.O. Box 492, Ndola. WTD 3/16/64.

SWITZERLAND—Washable wall coverings, vinyls. Gibeco S.A. (importer, distributor), 11 rue du Colombier, Geneva.

316 Luggage

NORTHERN RHODESIA—Traveling cases; agents, brokers, factors. Les G. McLean, P.O. Box 492, Ndola. WTD 3/16/64.

322 Glass, Glassware, Pressed or Blown

ITALY—Glass tableware; decorative glassware; requests replies in German. Emilio Fisher, Via Visconti Venosta 7, Milan. WTD 9/19/63.

NORTHERN RHODESIA—Glass tableware; agents, brokers, factors. Les G. McLean, P.O. Box 492, Ndola. WTD 3/16/64.

326 Pottery

ITALY—Decorated, undecorated china, earthen tableware, decorative china, earthenware; requests replies in German. Emilio Fisher & Co., Via Visconti Venosta 7, Milan. WTD 9/19/63.

331 Steel Mill Products

PAKISTAN—Pig iron, m.s. sheets, g.i. sheets, m.s. billets, tin plates and strips. Associated Equipment Co. (manufacturer's agents), P.O. Box No. 831, Gardee Charity Trust Bldg., No. 2, Napier Rd., Lahore. WTD 3/13/64.

342 Cutlery, Hand Tools, General Hardware

NORTHERN RHODESIA—Builders' hardware; agents, brokers, factors. Les G. McLean, P.O. Box 492, Ndola. WTD 3/16/64.

MEXICO—Locks and latches of types not made or assembled in Mexico. Cerraduras y Picaportes, S.A. (retailer, wholesaler), Londres No. 67; Mexico 6, D.F. WTD 2/20/64.

343 Heating Apparatus

MEXICO—Industrial burners, oil and gas. Ingenieria Termo Industrial, S.A. (importer, retailer), Puebla No. 308; Mexico 7, D.F. WTD 2/11/64.

346 Metal Stampings

GERMANY—Stamped kitchen hand tools, stamped and pressed kitchen utensils of stainless steel and tinware. Must be new on the market. Replies from U.S. manufacturers only; price quotations cif European ports; requests replies in German. Karl Wiegel, 126 Muelheimer Freiheit, 5 Koeln-Muelheim. WTD 9/4/63.

NORTHERN RHODESIA—Enameled kitchen ware; agents, brokers, factors. Les G. McLean, P.O. Box 492, Ndola. WTD 3/16/64.

349 Fabricated Metal Products

MEXICO—Pressure regulating valves, industrial. Servo Industrial, S.A. (importer, retailer, wholesaler, manufacturer), Apartado Postal (P.O. Box) 15-044; Isla Creciente No. 54, Prado Vallejo 14, Edo. de Mexico. WTD 2/19/64.

NORWAY—Fittings for LPG cargo ships. G. Stenberg (manufacturer's agent), 170 Ekebergveien, Bekkelagshogda, Oslo WTD 10/17/63.

351 Engines, Turbines

IRAN—Turbine generator sets; specifications and conditions to be indicated through direct correspondence. Exclusive agency. Mahyar Industrial Co. (manufacturer, importer), 634 Saadi Ave., Tehran. WTD 3/18/64.

352 Farm Machinery

GREECE—Poultry feeders, automatic, complete installation. Manufacturers' representative requests replies directly from manufacturers. John Danielidis & Co., Commission Agents & Importers, 3 Stadiou St., Athens 125. WTD 3/10/64.

PAKISTAN—Traction sprayers. Associated Equipment Co. (manufacturer's agents), P.O. Box No. 831, Gardee Charity Trust Bldg., No. 2, Napier Rd., Lahore. WTD 3/13/64.

353 Construction, Mining, Material Handling Machinery

IRAN—Industrial, gasoline operated, tractors; exclusive agency. Requests specifications and terms through direct correspondence, replies from manufacturers. Irano-Gharb Co., Ltd. (importer, wholesaler, manufacturer), Irano-Gharb Bldg., Shah-Reza Ave., Tehran. WTD 3/9/64.

MEXICO—Metering equipment, oil, gas field types. Servo Industrial, S.A. (importer, retailer, wholesaler, manufacturer), Apartado Postal (P.O. Box) 15-044; Isla Creciente No. 54, Prado Vallejo 14, Edo. de Mexico. WTD 2/19/64.

NORTHERN RHODESIA—Mining, electrical, mechanical and civil engineering products and plant; agents, brokers, factors. Les G. McLean, P.O. Box 492, Ndola. WTD 3/16/64.

354 Metalworking Machinery

GERMANY—Power driven hand tools. Otfried Kreutzer (importer, wholesaler), 4 Karl Stieler Strasse, Frankfurt. WTD 3/12/64.

NORWAY—Electric drills, portable; must operate on 220 v. AC, meet standards of Norwegian Electrical Materials Control Board. Brodrene Thowsen (manufacturer's agent), 12 Tollbodgaten, Oslo. WTD 3/18/64.

PAKISTAN—Automotive maintenance equipment, repair parts. Associated Equipment Co. (manufacturer's agents), P.O. Box No. 831, Gardee Charity Trust Bldg. No. 2, Napier Rd., Lahore. WTD 3/13/64.

355 Special Industry Machinery

GERMANY—New and used plastics-working machinery, equipment including extruders, blow forming machines for the manufacture of plastic articles used in households; new and used rubber processing machines, equipment for manufacture of rubber articles used in households; requests price quotations cif European ports. Rheinischer Maschinenhandel Ernst Reuffer (wholesaler), 9 Friedrich Strasse, 404 Neuss/Rh. WTD 3/4/64.

GREECE—Poultry packing plant machinery, slaughtering machinery, scalding and eviscerating equipment, packing, complete installation. Manufacturers' representative requests replies directly from manufacturers. John Danielidis & Co., Commission Agents & Importers, 3 Stadiou St., Athens 125. WTD 3/10/64.

356 General Industrial Machinery

AUSTRALIA—Industrial spray, fogging, misting machinery; interested in line with wide range; would prefer medium sized manufacturer. United Chemicals Pty. Ltd. (manufacturer, wholesaler), 91-97 Montague Rd., South Brisbane, Queensland. WTD 3/4/64.

IRAN—Deep well water pumps on an exclusive basis. Specifications and conditions to be indicated through direct correspondence. Irano-Gharb Co., Ltd., (importer, wholesaler, manufacturer), Irano-Gharb Bldg., Shah Reza Ave., Tehran. WTD 3/9/64.

PAKISTAN—Air compressors, stationary and portable. Associated Equipment Co. (manufacturer's agents), P.O. Box No. 831, Gardee Charity Trust Bldg. No. 2, Napier Rd., Lahore. WTD 3/13/64.

361 Electric Transmission, Distribution Equipment

FRANCE—Relays, switchboard, switches, relays-circuit breakers, circuit breakers. Société Servelec (manufacturer), 10-18 rue Roux-Signat, Lyon (Rhône). WTD 2/21/63.

MEXICO—Electronic test equipment; radios, tubes for TV and radio. Representantes Industriales, S.A. (importer, retailer, wholesaler, exporter), Republica del Salvador No. 30-501; Mexico, D.F. WTD 3/17/64.

Ampere hour meters. Servo Industrial, S.A. (importer, retailer, wholesaler, manufacturer), Apartado Postal (P.O. Box) 15-044; Isla Creciente No. 54, Prado Vallejo 14, Edo. de Mexico. WTD 2/19/64.

362 Electrical Industrial Apparatus

MEXICO—Controls, industrial, general purpose; a.c. and d.c. Servo Industrial, S.A. (importer, retailer, wholesaler, manufacturer), Aptdo. Postal 15-044; Isla Creciente No. 54, Prado Vallejo 14, Edo. de Mexico. WTD 2/19/64.

Controls, industrial, general purpose; a.c. and d.c. Ingenieria Termo Industrial, S.A. (importer, retailer), Puebla No. 308, Mexico 7, D.F. WTD 2/11/64.

363 Household Appliances

GERMANY—Electrical household appliances, excepting refrigerators, 220 V. AC 50 cycles current. Waldemar Wissemann (sales agent), Borsteler Chaussee 103-105, Hamburg 61.

NORTHERN RHODESIA—Household electrical appliances; agents, brokers and factors. Les G. McLean, P.O. Box 492, Ndola. WTD 3/16/64.

364 Electric Lighting, Wiring Equipment

NORTHERN RHODESIA—Flashlights, hand, portable; agents, brokers and factors. Les G. McLean, P.O. Box 492, Ndola. WTD 3/16/64.

365 Radio, Television Receiving Sets

GERMANY—Table model radio receivers, 220 V. AC 50 cycles. Waldemar Wissemann, Borsteler Chaussee 103-105, Hamburg 61.

366 Communication Equipment

AUSTRALIA—Complete line of electric fire alarm equipment.

Automatic fire detection and control apparatus, including sprinkler systems. Mathews Fire Alarm Pty., Ltd., 77 Annie St., New Farm, Brisbane, Queensland. WTD 3/11/64.

367 Electronic Components

FRANCE—Commercial electronic components & sub-assemblies, all kinds; replies from manufacturers only. Erelec (manufacturer), 43 rue de l'Ancienne Mairie, Boulogne (Seine). WTD 2/27/62.

Commercial electronic components & sub-assemblies, all kinds. Europelec, S.A., Rue Jean-Jaurès, Les Clayes-Sous-Bois (S. & O.). WTD 3/1/62.

MEXICO—U.S. parts for TV picture and receiving tubes, special papers (foil) for manufacture of electric and electrolytic capacitors; tubes to be sealed and assembled in Mexico.

Representantes Industriales, S.A. (importer, retailer, wholesaler, exporter), Republica del Salvador No. 30-501; Mexico, D.F. WTD 3/17/64.

369 Electrical Machinery

FRANCE—Encephalograph, electrodiathermic apparatus. Equipments Industriels (agent), 1 rue Monticelli, Paris 14. WTD 4/11/63.

GREECE—X-ray hospital units. Manufacturers' representative requires replies directly from manufacturers. John Danielidis & Co., Commission Agents & Importers, 3 Stadiou St., Athens 125. WTD 3/10/64.

NORTHERN RHODESIA—Flashlight batteries; agents, brokers and factors. Les G. McLean, P.O. Box 492, Ndola. WTD 3/16/64.

373 Ship Building, Repairing, Motor Boats

FRANCE—Pleasure motorboats. S.A. Air Couzinet Transoceanic (agent, subcontractor, retailer), 3, Blvd. Levallois Prolongé, Levallois, Seine.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Industrial research & control apparatus. Equipments Industriels (agent), 1 rue Monticelli, Paris 14. WTD 4/11/63.

Audiometers for hearing-tests and clinical consultants; high-precision instruments desired. Agency for France or section thereof. Requests replies from manufacturers only. Laboratoire d'Acoustique Médicale Racia (importer, wholesaler, commission merchant), 21 Rue Boudet, Bordeaux, Gironde.

GERMANY—Tachometers. Otfried Kreutzer (importer, wholesaler), 4 Karl-Stieler-Strasse, Frankfurt/Main. WTD 3/12/64.

MEXICO—Thermostats; gas meters; meters for liquids except water, gas; pyrometers; for industrial uses. Servo Industrial, S.A. (importer, retailer, wholesaler, manufacturer), Apartado Postal (P.O. Box) 15-044; Isla Creciente No. 54, Prado Vallejo 14, Edo. de Mexico. WTD 2/19/64.

Temperature instruments; recorder-controller systems; thermostats; gauges, pressure, vacuum. Ingenieria Termo Industrial, S.A. (importer. retailer), Puebla No. 308; Mexico 7, D.F. WTD 2/11/64.

383 Optical Instruments, Lenses

GERMANY—Binoculars. Waldemar Wissemann, Borsteler Chaussee 103-105, Hamburg 61.

384 Surgical, Medical, Dental Instruments

AUSTRALIA—Complete line, safety optical equipment for industrial use. Firm interested in all forms of eye protection equipment. Murray Edmiston, Fraser Edmiston Optometrists Pty. Ltd. (wholesaler, retailer), 233 Adelaide St., Brisbane, Queensland. WTD 7/26/63.

FRANCE—Dental instruments and appliances such as: abrasive discs, points; abrasive wheels; dental burrs and drills; dental lathes and cutting instruments; miscellaneous orthodontic appliances; pliers; presses; polishing units; forceps; sterilizers; also amalgams, cements, plaster, gypsum products, other types of dental supplies. Agency for southwest France. Requests replies from manufacturers only in French. Georges Baquéra (dealer, agent), 62 rue Mazarin, Bordeaux, Gironde. WTD 3/16/64.

MEXICO—Manometers. Servo Industrial, S.A. (importer, retailer, wholesaler, manufacturer), Aptdo. Postal 15-044; Isla Creciente No. 54, Prado Vallejo 14, Edo. de Mexico. WTD 2/19/64.

385 Ophthalmic Goods

FRANCE—Spectacle, eye-glass frames, mountings; high quality and "de luxe" articles preferred; gold-filled (40/000), imitation shell; plastic; zylonite; metal; combination; also fine quality sun glass and goggle-mountings (auto, ski, other sports). Agency for France or section thereof. Requests replies from manufacturers only. Laboratoire d'Acoustique Médicale Racia (importer, wholesaler, commission merchant), 21 Rue Boudet, Bordeaux, Gironde.

386 Photographic Equipment, Supplies

CANADA—Overhead projectors, overhead projection slides, slide materials; photographic papers, chemicals for use in photo-composing lettering machines. Exclusive distributorship. Visual Planning Associates (importer, exporter), 6656 Decarie Blvd., Montreal 26, Quebec. WTD 5/14/63.

393 Musical Instruments, Accessories

MEXICO—Musical instruments, accessories. Casa Veerkamp, S.A. (importer, retailer, wholesaler, exporter), Aptdo. Postal 851, 2a de Masones No. 21; Mexico, D.F. WTD 4/2/63.

394 Toys, Amusement, Sporting Goods

ENGLAND—Fishing tackle, sporting guns, ammunition. S.J. Carr & Co. Ltd., (manufacturer, exporter, importer, wholesaler, sales agent), 28 Sackville St., London, W.1. WTD 3/4/64.

NORTHERN RHODESIA—Games, toys; agents, brokers and factors. Les G. McLean, P.O. Box 492, Ndola. WTD 3/16/64.

395 Pens, Pencils, Office, Artists' Supplies

NORTHERN RHODESIA—Pens, pencils; agents, brokers and factors. Les G. McLean, P.O. Box 592, Ndola. WTD 3/16/64.

399 Manufacturing Industrial Products

FRANCE—Gift items, gadgets (all kinds). Bocado, S.A. (Dealer), 53 Ave. Hoche, Paris 8. WTD 2/26/64.

Bid deadline extended

Bid deadline for Tender No. P 822, for an electric overhead traveling crane in South Africa has been extended from April 20 to May 4 (INTERNATIONAL COMMERCE, March 16, p. 36).

UAR extends deadline

Bid deadline for the polyacrylonitrile fiber plant for Cairo, Egypt, Tender No. 17, has been extended from April 1 to June 1, (INTERNATIONAL COMMERCE, Dec. 2, p. 43; Dec. 30, p. 26; Feb. 17, p. 18.).

Leads for Importers

201 Meat Products

★★ AUSTRALIA—Trade Mission

Food processor wishes to sell edible and inedible dehydrated meat extract. V. G. Bourne & Co., 151 Elizabeth St., Sydney, N.S.W. WTD 7/10/62. I.R. 62.★

233 Women's, Misses', Juniors' Outerwear

HONG KONG—Manufacturer and designer of beaded knit dresses and jackets wishes to contact U.S. importers. Carroll Manufacturing Co., Ltd., 906 Sincere House, 83 Argyle St., (P.O. Box 5640) Kowloon. WTD 3/25/64.

242 Sawmills, Planing Mills

IVORY COAST—Mosaic and parquet hardwood flooring; several tropical species. Specialisation Industrielle et Chimique (SIC), B.P. 1421, Abidjan. WTD 3/16/64.

315 Leather Gloves

★★ AUSTRALIA—Trade Mission

Manufacturer of industrial gloves seeks agent or will supply direct to user. Garfield Glove Pty. Ltd., 208 Pitt St., Merrylands, N.S.W. I.R. 21.

342 Cutlery, Hand Tools, General Hardware

★★ AUSTRALIA—Trade Mission

Exporter seeks regional distributors for East Coast and Midwest areas for saws for cutting holes in all machinable materials. Norita (Australia) Pty., Ltd., 212 New South Head Rd., Edgecliff NSW. I.R. 60.★

352 Farm Machinery

★★ AUSTRALIA—Trade Mission

Manufacturer seeks agent for sheep spraying equipment. Email Ltd., Joynton Ave., Waterloo, Sydney. WTD 1/17/64. I.R. 8.★

355 Special Industry Machinery

GERMANY—Candle molding machines of all kinds and candle wick. Hans Kuerschner, 67 Poststrasse, Postfach 84, 4055 Kaldenkirchen/Rhld. WTD 3/6/64.

Injection die-cast molds and tools for manufacture of plastic products. Varta-Plastik GmbH, 6480 Waechtersbach/Hessen. WTD 3/19/63.

356 General Industrial Machinery

★★ AUSTRALIA—Trade Mission

Manufacturer wants distributor for agricultural and industrial hand grease equipment. McNaught Overseas Pty. Ltd., Henderson St., Turrella, N.S.W. I.R. 38.★

361 Electric Transmission, Distribution Equipment

GERMANY—Manufacturer and exporter seeks representative in U.S. and/or importing distributor for automotive battery testers, freeze testers and hydrometers. George Pforr, 272 Volmerswerther Deich, 4 Duesseldorf. For descriptive brochure write: Commercial Intelli-

gence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. Requests replies in German. WTD 3/3/64.

365 Radio, Television Sets

FRANCE—Radio receivers (shortwaves and standard waves). France-Expansion, 35 rue Boissy d'Anglas, Paris 8. WTD 7/9/63.

367 Electric Components

★★ AUSTRALIA—Trade Mission

Manufacturer seeks agents for controls for automatic washers. Goyen Control Co., 29 Marigold St., Revesby, N.S.W. WTD 3/6/64. I.R. 9.★

381 Engineering, Laboratory, Scientific, Research Instruments

★★ AUSTRALIA—Trade Mission

Firm desires representatives for nuclear level gauges and nuclear deep therapy cobalt units. Long Industrial Equipment Pty. Ltd., 4 Foster St., Sydney. WTD 3/21/63. I.R. 137.

391 Jewelry, Silverware, Plated Ware

★★ AUSTRALIA—Trade Mission

Manufacturer seeks to export silver plated tea and coffee services. Hacker's Silver Plate Mfg. Co., Pty. Ltd., 180 Commonwealth St., Sydney. I.R. 4.

394 Toys, Amusement, Sporting Goods

★★ AUSTRALIA—Trade Mission

Manufacturer wishes to appoint distributor for specialized stuffed toys made of kangaroo skin and furs. Morella Pty. Ltd., 342 Princes Highway, St. Peters, N.S.W. WTD 2/20/61. I.R. 135.★

FRANCE—Fishing tackle (patented articles) such as feather-floats, spinners, spoon-baits, plumbed feathers and allied products suitable for use by experienced anglers. Direct sales to wholesaler importers preferred. Robert Loison, 49 bis Rue du Bedouard, Fontenay-le-Comte, Vendee. WTD 3/11/64.

739 Business Services

★★ AUSTRALIA—Trade Mission

Property consultant and real estate agent offer services to firms seeking to lease real estate and office space. Jones, Lang, Wotton & Sons, 2 O'Connell St., Sydney. WTD 2/7/64. I.R. 150.★

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone: 202—WO 7-4674 in Washington.

BRAZIL—U.S. Embassy, Rio de Janeiro, has prepared **list** of Government Agencies having potential interest in **construction** and **road building equipment**; available from BDSA's Trade Opportunities Staff.★

CHILE—(10 escudos = US$5.18). Construction of **wells**, installation of **storage tanks, water pumps, distribution systems, public fountains** to begin shortly as result of $2.5 million loan by Inter-American Development Bank. Program is initial stage of Basic Rural Health Plan prepared by Chilean Government with view to installing water supply and sewage services in rural communities having from 200 to 1,000 inhabitants located in 10 provinces. Total cost of first stage, which will be carried out over a 2-year period, is US$5 million. Contact: Inter-American Development Bank, 808 17th St., NW., Washington, D.C. 20577.

ECUADOR—(100 sucres = US$.55). Guayas Road Commission announced 15 out of 51 firms who submitted their qualifications to design and supervise construction of **Guayas River Bridge** have been selected to submit studies. Construction contract may be awarded by October. Contact: Guayas Road Commission, Guayas.

GREECE—(29.99 drachmas = US$1). Ministry of Coordination studying proposal by Greek firm "Technecon" and French firm "Sogep" of new **shipping route** for westbound exports of Greek products to Europe; ferry-boat would carry trucks from port of Patras and Preveza in Western Greece to Trieste, trucks could then continue to Munich or Vienna. Project, in study-stage now, has an estimated cost of $105.7 million to include **development** of **2** Greek **ports**, construction of **highways** linking them with Greek agricultural centers, **connection** of **rail networks** and cost of ferries and trucks. Partial operation would begin in 1967, full operation in 1975. Contact: Ministry of Coordination, Athens.

INDIA—(100 rupees = US$21.00). Government of India Coal Board signed an agreement contracted for about Rs. 60 million in Calcutta with Interstate Equipment Corp. of Elizabeth, New Jersey, for construction of 2 **aerial ropeways,** 13.30 and 12.55 miles long, in the Jharia coal fields of Bihar, which are expected to start working in 2½ years.

ITALY—(1000 lire = US$1.60). Although still in discussion stage, some progress is being made on **tunnel** for automobiles between Italy and France.

Italian portion of Ciriegia (Mercontour) tunnel would be financed by Societa' Italiana Traforo di Ciriegia (SITRACI), which so far has obligated 4 billion lire ($6.4 million) for tunnel. Total cost of construction, estimated at 24 billion lire ($38.4 million), would be divided about 50-50 by Italian and French groups. SITRACI now numbers about 30 different entities, including provincial city councils, Chambers of Commerce, banks, associations from provinces of Turin, Cuneo, Asti, Alessandria.

Ciriegia tunnel would link Italian Valdieri Valley with French Vesubie Valley joining Cuneo (Italy) with Nice (France). Proposed 12 340-meter-long tunnel would reduce present driving time between these 2 cities from 5 to 2 hours. Sponsors expect drilling of tunnel to begin in 1964, completion in four years. Contact: Societa' Italiana Traforo di Ciriegia, c/o U.S. Consulate, Turin.

JORDAN—(1 dinar = US$2.80). Construction of 2 projects will soon get underway as result of loans totaling $1,162.000 issued by Kuwait Fund for Arab Economic Development to Jordan.

Part of loan ($672,000) earmarked for **expansion of generating, transmitting** and **distributing facilities** in the Jerusalem area. **Two new diesel generating units** of 1280 kw each will be added to Jerusalem's main power station at Shufat. Total of 43 km of 33 kv **overhead transmission line** will be built and several **transformer stations** and **low tension distribution networks** will be rebuilt.

Remainder of loan is to assist financing of **204-room** Jerusalem Intercontinental **hotel** on southern end of Mount of Olives summit plateau. Facilities will include a **coffee shop,** a **350-seating capacity dining room, dinner club for 100 persons, lounge, lobby** and standard "international-style" facilities. Contact: Kuwait Fund for Economic Development to Jordan, Kuwait.

MALAYSIA—(100M$ = US$32.68). The Mobil Refinery Co. (Malaysia) Ltd., subsidiary of Socony Mobil Oil Corp., will construct **18,000 barrels per day refinery** at Jurong Industrial Estate in Singapore. Leveling of 154-acre site is nearing completion; construction of US$13 million refinery will begin later this year. Contracts for its design and construction have been granted to Flour Corp. of Los Angeles and Chiyoda Chemical Engineering & Construction Co. of Tokyo. Refinery site will have deep water frontage capable of accommodating three 50,000 ton tankers simultaneously.

PERU—(100 soles = US$3.73). Construction of 172-mile **highway link** from Olmos, near Pacific Coast 350 miles north of Lima, to Amazon basin is to commence shortly, financed by recent AID $12,100 000 and Export-Import Bank $23 million loan. When completed, highway will provide first surface transportation route to Yurimaguas, river port on Huallaga river. Road is complete from Olmos to a point 210 miles east at Pomacocha, another section is under construction from Yurimaguas to Tarapoto at eastern end. Project includes eight major **bridges** more than 150′ in length, 15 minor bridges, numerous culverts and drains. Contact: Agency for International Development, Washington, D.C. 20523.

A 20,000-kilowatt **hydroelectric power plant** is to be constructed under the Alliance for Progress in Peru by private U.S., Peruvian and Swiss investors. AID will lend Energia Hidroelectrica Andina, S.A. (Hidrandina) US $2 million toward $9.25-million project. Private investors, including W.R. Grace & Co., along with Swiss and Peruvian interests will provide $7.25-million balance. Hidrandina and its affiliate, Lima Light & Power Co., are owned 60% by Swiss interests. The new power plant, a part of the Peruvian National Electrification Plan, could eventually be integrated with a 330,000-kw Huara River Project which is now under study by Peruvian authorities. Contact: Agency for International Development, Washington, D.C. 20523.

A 70,000 acre irrigation and **reclamation plan** is now 40% completed. Work on the remaining 60% has just been financed by US$1.7 million loan by the Inter-American Development Bank.

The projects, whose total cost is $10.1 million, includes construction of a **main canal** 46.5 miles in length, 153 miles of **secondary canals,** 339 miles of **access roads,** a **derivation dam and canal,** and **water intake facilities.** In addition, a 2 200 kw **hydroelectric plant** will be installed to feed the system's pumping stations.

The borrower is the Compania Irrigadora Chimbote, S.A., a private land development corporation which obtained a concession from the Peruvian Government in 1952 to develop a desert area known as the Pampas de Chim-

bote, in Peru's northern coast. Contact: the Inter-American Development Bank, 808 17th Street, N.W., Washington, D.C. 20577, or the Compania Irrigadora, Chimbote, Peru.

Inter-American Development Bank has made a loan of $1.65 million to help finance construction of **water supply systems** in about 150 rural communities. First stage of program, which will benefit about 150,000 persons in rural areas, includes **surveys** of **water sources** and **construction** of **distribution systems** through public fountains. Contact: Inter-American Development Bank (address given above) or Special Public Health Service, Ministry of Public Health and Social Assistance, Lima, Peru.

SAUDI ARABIA—(100 riyals = US$20.00). Reportedly, Ministry of Communications awarded the **Jidda port modernization** contract to the British firm of Sir William Halcrow & Partners.

SYRIA—(1£ = US$.26). Plans for **expansion** of **Port of Latakia** have been drawn up and are under study now by a technical committee of the Economic Institution of the Central Government. Plans call for expanding the existing handling yards and facilities of about 500 yards along the north waterfront of Latakia and building at least one more pier for receiving oceangoing vessels. Pier and new handling area would be supplied with railroad yards for handling traffic which is expected to result from completion of the Qamishly-Latakia railroad. Present planning calls for an international tender for planned construction and beginning of construction before the end of 1965. Contact: Economic Institution, Ministry of Planning, Damascus, Syria.

The Latakia Water & Electricity Co. is now drafting a book of conditions for a tender to supply the city with water from the Sinn River dam and irrigation project 45 km. south of Latakia near the town of Bania, site of the Iraq Petroleum Company's Syrian terminal. Construction expected to begin in 1965. Supply of water to Latakia is only one facet of a multipurpose project which will also provide electricity to certain towns and is intended to irrigate 9,000 hectares of fields and groves. Contact: the Latakia Water & Electricity Co., Latakia.

THAILAND—(100 bahts = US$4.80). Ministry of Communications is studying two private-enterprise proposals (one from Golden Peninsula Development Co. Ltd., other, Overseas Technical Consultants, Ltd.) to construct a **canal** across the Kra Isthmus. One proposal recommends construction of two free ports, one at either end of the canal, estimates construction costs from US$300 to $600 million. Authorization has been requested to conduct a **feasibility study** which is supposed to cost $2 million. Contact: Laem Thong Patana Co. (Golden Peninsula Development Co. Ltd.) Bangkok, or, Overseas Technical Consultants, Ltd., Tokyo, Japan.

TURKEY—(10 lire = US$1.11). A 181-mile **railroad link** between Turkey and Iran will be constructed under Central Treaty Organization project estimated to cost $57,320,000, with the U.S. sharing cost with $18,340,000 AID loan. New rail line will provide connection with Turkish port of Iskanderun on Mediterranean, serve as direct route to Europe through Istanbul. Shipping time will be cut for goods between western Europe and western Iran in some cases to a week, compared with the present transit time of up to six or eight weeks through the Persian Gulf and the Suez Canal.

The AID loan proceeds will finance purchase of equipment, materials and services of U.S. origin required to construct and maintain new rail link; including technical services, contract services to construct a major bridge, and snow plows. Contact: Agency for International Development, Washington, D.C. 20523.

VENEZUELA—(100 bolivares = US$29.85). Further information is now available regarding expansion of University of Zulia recently reported in this column.

The Faculty of Medicine complex is to cost $18,750,000 bolivares (B11,250,000 construction; 5,500,000 equipment; 3,000,000 air conditioning). Structures are to be of reinforced concrete.

The Faculty of Agronomy complex is to cost 11,340,000 bolivares (B7.3 million for construction; 2.54 million for equipment and 1.5 million for air conditioning). Structures are to be of reinforced concrete.

The best estimate of the Junta de Planificacion Universitaria is that bidding for the faculty of medicine will close in May. Bidding period for Faculty of Agronomy still unknown.

U.S. firms must register to bid with Ministerio de Obras Publicas (Ministry of Public Works) in Caracas. Once registered, the firm may then write to: Junta de Planificacion Universitaria, Universidad del Zulia, Maracaibo, Edo. Zulia. The Junta will then provide detailed bidding requirements.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Ronald Adamson, representing Hardware Holdings Ltd. (and subsidiary companies), 71 Queensbridge St., South Melbourne, Victoria, interested in importing products for **hardware, engineering, plumbing,** and **electrical** trades; also contacting firms desirous of extending manufacturing interests in Australia. April 15 via Los Angeles for four weeks. c/o Australian Trade Commissioner's Office, 630 Fifth Ave., New York, N.Y. Itinerary: Los Angeles, New York.

Ronald Thornton Powell, representing Australian Broadcasting Commission, Box 293 E, G.P.O. Brisbane, interested in **radio** and **TV broadcasting** and requesting **technical information** on **farm service programs.** Here for three weeks. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Washington, San Francisco, Honolulu.

BELGIUM—Paul Matheys, representing Etablissements G. Matheys, 36, rue Gallait, Brussels 3, **seeking U.S. agents** for company's **jigboring** and **glass drilling machines.** April 16 via New York to May 7. c/o Donald H. Baldwin, Vice President, John D. Williams Corp., 75 West St., New York, N.Y. Itinerary: New York, Detroit.

BRAZIL—Americo Carlos Lilla, President, Cia. Lilla de Maquinas-Industria e Comercio, Rua Piratininga 1037 (Caixa Postal 230), Sao Paulo, interested in negotiating **licensing agreements** with manufacturers of machinery **for food industries** such as **coffee roasting** and **grinding, production** of **cold meats** and **sausages.** April 14 via New York to May 19. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Washington, Miami, New Orleans, Los Angeles, San Francisco, Chicago, Detroit.

CONGO—Jacques Lombard, Managing Director, Societe de Peche Maritime du Congo "Permarco," B. P. 2760, Leopoldville, interested in **investment possibilities** and **purchasing equipment for fishing industry (canning, refrigeration, rail, purse seiners).** April via New York for two weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, Washington.

ENGLAND—Arnold J.A. Backwith, Executive Director, Soag Machine Tools Ltd., Juxon St., Lambeth, London, S.E. 11, interested in **contacting U.S. manufacturers of packaging machinery seeking manufacturing facilities and/or representation in U.K.;** will also participate in National Packaging Exhibition, New York, April 20-23. April 18 via New York for 2-3 weeks. c/o Mrs. M. E. Walbaum, 5 East 82nd St., New York, N.Y. Itinerary: New York; Pittsburgh; Waltham; North Wales, Pa.; Houston; North Arlington, N.J.; Cedar Rapids.

K. K. Lion, representing K & L Precision Engineering Ltd., Back Heaton Park Rd. and Lion Brush Works Ltd., 3-5 Charlotte Square, Newcastle-upon-Tyne 6, interested in contacting manufacturers of **tools** and **precision engineering products (machines, mechanical equipment, hydraulic equipment, mechanical instruments)** with a view to obtaining products for manufacture under license for U.K. and Europe; investigating market for sale of **artist brushes** and **seeking agents** for their **distribution;** also will participate in A.S.T.M.E. Machine Tool Exhibition, Detroit, April 20-24. April 15 via Detroit for three weeks. c/o British Consulate-General, Commercial Dept., 845 Third Ave., New York, N.Y. Itinerary: Detroit, Chicago, New York.

FRANCE—Robert Guy, representing self, 33 rue Berger, Paris Ier, interested in importing **frozen offals** and **therapeutic products.** April 20-22 via New York for 8-10 days. c/o Lexington Hotel, Lexington Ave. & 48th St., New York, N.Y. Itinerary: New York, Chicago.

GERMANY—Hans-Ulrich Leysieffer, representing Leysieffer & Co., 5425 Kaub/Rhein, interested in **exporting German wines.** Here for six weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, Chicago, Denver, Los Angeles, San Francisco, Washington, Philadelphia.

JAMAICA—Felix Shalom, representing Commodity Service Co. (Jamaica) Ltd., 7-9 Harbour St., Kingston, interested in **hosiery mill** and requesting technical information for same. Here for four weeks. c/o Broadway Export Trading, 425 Broadway, New York, N.Y. Itinerary: New York.

PAKISTAN—Khawaja Mohammad Asghar, representing Rashid Turner, Raja Road, Sialkot, interested in expanding exports of **surgical instruments;** also will participate in New York World's Fair. Mid-April via New York for one year. c/o Pakistan Consulate General, 12 E. 65th St., New York, N.Y. Itinerary: New York, Washington.

Khalid Waheed, Managing Director, Ferozsons Laboratories Ltd., P.O. Ferozsons Laboratories, Nowshera, Peshawar District, interested in contacting suppliers/manufacturers of **bulk** and **pharmaceutical chemicals; tallow** with a view of purchasing same; possibilities of establishing **joint venture for assembly/manufacture of typewriters** and other **office machinery; assembly** and **pro-**

gressive manufacture of automotive vehicles other than heavy trucks and de luxe cars; establishing contacts (advertising firm/distributors) for **introducing** to U.S. market an **oriental luxury toilet soap;** possibilities of **licensing agreements with pharmaceutical manufacturers;** technical/managerial assistance in **establishing drug store chain in Pakistan.** April 15 via New York for six week. c/o Tuteur & Co., 52 Wall St., New York, N.Y. Itinerary: New York.

SYRIAN ARAB REPUBLIC—Murad Tateos Simonian, representing Tateos Simonian & Sons, Khan Haj Moussa, P.O. Box 567, Aleppo, interested in purchasing **used clothing.** Here for six weeks. c/o Essee Export Clothing, 184 Grand St., New York, N.Y. Itinerary: New York, Jersey City, Boston, Providence, Washington.

Abdul Rahman Khalil Ibrahim Afandi, representing Asmail Khalil & Brothers, P.O. Box 1034, Bustan Gul-AB, Aleppo, interested in **new and used spare parts for automobiles and trucks,** and **used tractors;** also requesting technical information on above. Here for three weeks. c/o H. Muradian, 17375 Santa Rosa, Detroit, Michigan. Itinerary: New York, Detroit.

UNION OF SOUTH AFRICA—James J. Williams, Executive Director, SAFTO (South African Foreign Trade Organization), P.O. Box 9039, Johannesburg, interested in official export organization to examine possibility of **subcontractual fabricaton** in South Africa for U.S. capital goods manufacturers. Here until April 30. c/o Biltmore Hotel, Madison Ave. & 43rd., New York, N.Y. (April 19-28); Sheraton-Carlton Hotel, 16th & K Sts., NW., 20006. Itinerary: New York, Washington, Chicago, Los Angeles, San Francisco.

John Sweetapple, Production Manager, Ace Manufacturing Co. (Pty.) Ltd., 133 Bluff Rd., Jacobs, (P.O. Box 1306), Durban, interested in contacting manufacturers of **motor spares, components, accessories** with a view to **arranging licensing agreements.** Here for three weeks. c/o Prestolite International Corp., Champlain & Chestnut Sts., Toledo, Ohio. Itinerary: Toledo, New York.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated March, unless otherwise marked.

Aircraft and Aeronautical Equipment Importers and Dealers—France.
Aircraft and Aeronautical Equipment Importers and Dealers—Iraq.
American Firms, Subsidiaries and Affiliates—Philippines, January.
Automotive Vehicle and Equipment Importers and Dealers—Australia, February.
Boat and Ship Builder, Repairer and Chandler—Ceylon, February.
Business Firms—Senegal, January
Business Firms—Sudan, January.
Canneries and Frozen Food Producers and Exporters—Nicaragua.
Curio, Novelty and Handicraft Manufacturers and Exporters—Germany, Fed. Rep. of and West Berlin, January.
Dental Supply Houses—France.
Electronic Equipment, Electronic Tube, and Other Electronic Component and Accessories Importers, Dealers and Manufacturers—Germany, Fed. Rep. of and West Berlin, February.
Office Supply and Equipment, Paper and Stationery Importers and Dealers—Iraq.
Oils (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters—Costa Rica.
Seed and Bulb Importers, Dealers and Exporters—United Kingdom, February.
Textile Industry—Portugal, February.

U.S. Chamber slates 52d convention April 26-29

President Lyndon B. Johnson will address the 52nd annual meeting of the U.S. Chamber of Commerce on April 27 in Constitution Hall, Washington, D.C. Secretary of State Dean Rusk will share the speakers' platform with the President at the first general session of the April 26-29 convention.

International traders will be particularly interested in program highlights including: Monday, April 27, Dr. Albert Burke, author and lecturer, making a slide presentation on "The Businessman's Stake in U.S. Foreign Policy"; Tuesday, April 28, panel on "New Challenges and Opportunities for U.S. Overseas Business"; Tuesday, April 28, banquet address by Robert V. Roosa, Under Secretary of the Treasury for Monetary Affairs, on "Foreign Investment and the Balance of Payments."

Speakers at the third general session, Wednesday morning, April 29, will be: Arch N. Booth, Chamber executive vice president, on "Products of Free Choice"; Leo Cherne, executive director, Research Institute of America, Inc., New York, on "Opportunities for Progress"; and Ray R. Eppert, president, Burroughs Corporation, Detroit, Mich., on "Framework for the Future."

Four thousand delegates and guests are expected to attend.

U.S. electronic equipment

Electronic manufacturer desires a license agreement to produce electronic equipment for use in the machine tool industry. A cross-licensing arrangement or joint venture would also be considered. Electro Mechanical Controls, Ltd., 6 Alpha Rd., Teddington, Middlesex, England.

U.K. trust to invest in U.S. securities

Firm will ease complexities for Britons buying U.S. stocks

A British investment trust, Securities of America Ltd., formed solely for investment in American securities and the first of its kind in the United Kingdom, opened for subscriptions in London on March 5.

A number of technical and foreign exchange problems have kept the average British investor from purchasing American securities. For example, investors may secure dollars at the official rate only for approved investment projects. Foreign exchange for other investments must be purchased from the premium market where the dollar price has been from 8% to 14% higher, since it is fed only from foreign exchange realized from the sale of foreign portfolio investment held by UK residents.

The high unit price of many American stocks and the complexities of double taxation relief have further deterred British investors. The management of the new investment trust will handle these problems for its subscribers.

The investment trust will offer a diversified investment portfolio with emphasis on growth securities. It will have a coast-to-coast advisory service in the U.S. A 3.5% dividend is forecast for the first financial period, and thereafter the trust plans to distribute not less than 75% of its net revenue.

Maryland trade mission to visit Far East ports

A trade mission comprised of 14 Maryland business executives was scheduled to arrive in Manila April 6 on the first lap of a 32-day trip to the Far East.

Sponsored by the Maryland Port Authority and the Association of Commerce, the Mission will visit 11 major port cities in 6 nations in an effort to stimulate foreign trade through the Port of Baltimore.

Leaving Manila, the group will travel to Hong Kong, Djarkata, Bangkok, Singapore, Osaka, Kyoto, Kobe, Nagoya, Tokyo, and Yokohama. Members will visit ports and meet with chambers of commerce and business and civic leaders.

The mission will visit the U.S. Trade Centers in Bangkok and Tokyo. A tour of the port at Honolulu the first of May will wind up the itinerary.

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Calendar *for international traders*

April

14—Monthly luncheon meeting, International Executives Association, Hotel Statler Hilton, **New York, N.Y.** Speaker: Andrew Wolff, Vice President, Pegasus International Corporation.

14—Seminar, "Serving Your Customers Abroad," 3:15 p.m.; International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

14—Bellevue Chamber of Commerce meeting, First Methodist Church, 6:30 p.m. **Bellevue, Ohio.** Speaker: Edwin C. Higbee, Director, Cleveland Field Office, Department of Commerce.

14—Automotive Export Club of Chicago, Builders Bldg., **Chicago, Ill.**

14—"Show You" in office workshop for new exporters sponsors: St. Louis REEC, World Trade Club, Chamber of Commerce of Metropolitan St. Louis. Field Office, **St. Louis, Mo.**

14—Florida Industries Exposition "International Day", Exposition Park, **Orlando, Fla.** Speaker: Roy L. Morgan, Director, Office of Field Services.

14-15—Tennessee Export Expansion Conference, University Center, University of Tennessee, **Knoxville, Tenn.** Sponsors: Small Business Administration, Atlanta REEC, Atlanta Field Office, Department of Commerce. Speaker April 14: E. E. Schnellbacher, Assistant Director, BIC.

14-15—Columbia Basin Export Import Conference, **Portland, Ore.** Sponsors: Portland Chamber of Commerce, Ports Authority; REEC; Department of Commerce Field Office. Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

14-17—Chief Executives Forum, Young Presidents Organization, **Nassau, Bahamas.** Speaker: John Orchard, Special Assistant to the Director, BIC.

15—Export expansion meeting, cosponsored by LaGrange Chamber of Commerce, Department of Commerce, Small Business Administration. Kerry's Restaurant, **LaGrange, Ill.**

15—Foreign Trade Credit Group, Chicago-Midwest Credit Service Corp., Morrison Hotel, **Chicago, Ill.**

15—14th Export Expansion Conference, Cleveland Field Office, Federal Reserve Bank Bldg., **Cleveland, Ohio.**

15-16—Georgia Statewide Export Expansion Conference, Georgia Center for Continuing Education, **Athens, Ga.** Sponsors: Small Business Administration, Georgia State Chamber of Commerce, Atlanta and Savannah REECs, Field Offices, Department of Commerce. Speaker April 15: E. E. Schnellbacher, Assistant Director, BIC.

16—In-Office export expansion meeting, Department of Commerce, Field Office, **Chicago, Ill.**

16—Long Island Industrial Modernization Conference, **Long Island, N.Y.** Speaker: Franklin D. Roosevelt, Jr. Under Secretary of Commerce.

16—Finnish-American Chamber of Commerce luncheon, **New York, N.Y.** Speaker: John Donley, Trade Missions Division, Office of International Trade Promotion, BIC.

17-18—Export Trade Seminar, University of Richmond, **Richmond, Va.** Sponsors: Virginia Employment Commission, University of Richmond, Richmond Field Office, Department of Commerce.

21—Monthly dinner meeting, World Trade Club of Greater Providence Chamber of Commerce, Sheraton-Biltmore Hotel, **Providence, R.I.**

21—"Air Freight Service in Selling Abroad," luncheon, International Trade Club. Sponsors: Kansas City REEC, Field Office. Downtown Club, **Kansas City, Mo.**

21—Memphis World Trade Club, monthly meeting, **Memphis, Tenn.**

22—World Trade Seminar. Greater LaCrosse Chamber of Commerce, Stoddard Hotel, **LaCrosse, Wis.**

22—Mid-South Exporters' Roundtable, **Memphis, Tenn.**

23—19th annual Cleveland World Trade Conference, Pick-Carter Hotel, **Cleveland, Ohio.** Sponsors: Cleveland World Trade Association, Cleveland Chamber of Commerce. Speakers: B. Robert Sarich, deputy director, African Division, Department of Commerce; Neil C. Hurley, Jr., Chairman, National Export Expansion Council.

23—Regional conference on the Common Market. Speaker: Christian Herter. Sponsors: Kansas State University, REEC, Field Office. **Manhattan, Kan.**

23—World Trade Club of St. Louis dinner meeting, Schneithorst Restaurant, **Ladue, Mo.**

23—18th Annual Pittsburgh World Trade Conference, Penn Sheraton Hotel, **Pittsburgh, Pa.** Sponsors: World Trade Council, Chamber of Commerce of Greater Pittsburgh. Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

27—Importers' Association of Chicago, Traffic Club, Palmer House, **Chicago, Ill.**

28—"Show You" in office workshop for new exporters. Sponsors: St. Louis REEC, World Trade Club, Chamber of Commerce. Field Office, **St. Louis, Mo.**

30—11th Annual World Trade Day Conference, Sheraton-Plaza Hotel, **Boston, Mass.** Sponsors: International Trade Association of N.E., Inc., Department of Commerce Field Office, REEC.

May

1—Affiliated Advertising Agencies International annual convention, **Knoxville, Tenn.** Speaker: Dean Smith, Director, Office of Publications and Information, DIB.

4—Monthly meeting, Houston World Trade Assn., **Houston, Texas.**

4—American Ceramic Society, Northern Ohio Chapter, monthly dinner meeting, **Cleveland, Ohio.** Speaker: Harold Lamar, Office of Foreign and Commercial Policy, BIC.

5—Export Workshop, **Atlanta, Ga.** (First of 4 weekly sessions.) Sponsors: World Trade Council, Atl. Chamber of Commerce, Int'l. Trade Assn. of Atlanta, REEC.

5—Monthly meeting, World Trade Committee, Dallas Chamber of Commerce, Dallas Athletic Club, **Dallas, Texas.** Speaker Thomas F. Donovan, Special Representative, The World Trade Center, Port of New York Authority.

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